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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful.

MAY 15, 1948

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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SPECIAL A. A. N. PRE-CONVENTION NUMBER --- OUT JULY 15

Now reserving space and setting advertisements.

See page 39 for full details of the year's outstanding issue.

For the next regular issue, June 1, forms will close May 17.



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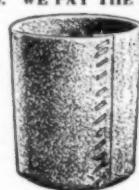
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Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	88 lbs.
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Per 1000	\$27.50	\$40.00	\$45.00	\$50.00

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AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*
Joan L. Kilner, *Assistant Editor*

Editorial

THE VOTES OF CUSTOMERS.

In a study of the advantages of the free enterprise system, prepared by a number of leading economists of this country, was suggested the idea of the price system as an instrument of democracy. Its value was set forth in the functioning of a free market as contrasted with a government-controlled economy. Every customer — who may be considered a member of the democratic economy — is continually casting votes. His vote is in favor of one article of merchandise as against another. The vote is in favor of one producer or distributor, as against his competitors. The vote may be against paying a particular price for a commodity today, though perhaps the vote will be cast in favor of that price under different circumstances tomorrow. Every time the housewife buys groceries or buys plants for her garden, she is casting votes, in the form of dollars. These votes have a genuine effect upon the success and failure of those who may be favored or the contrary.

The votes of the buyers are influenced by the campaigning of the candidates in the form of aggressive salesmanship. Sometimes this campaigning is in the form of direct advertising, and sometimes it is in the form of market development, a term which may be described as the creation in the people of desires which they did not know they had and, more frequently, changes in the relative rank of their desires.

As a matter of fact, every businessman is affected by the voting, whether he engages in the campaign to get votes or not. If you are more interested in producing your plants and in the mechanics of their distribution than you are in influencing the electorate, you have the same chance as the political candidate who makes no campaign while his competitors are courting laryngitis.

The customers' votes are influenced not only by direct solicitation, it is true, but also by past record and performance. The quality of the stock ordered, the way it is handled and, equally important, the way the customers are handled, all influence the votes. Do not forget that the harsh word or the frown can have

The Mirror of the Trade

an adverse effect, particularly if a competitor is showing the smile and hand shake of the politician in action.

The picture of the customer as a voter is one which the owner of a business might well foster among his help, particularly those employees who meet the public. One and all, we are seeking favor in the market place. Perhaps if we took a leaf out of the politicians' handbook, we should fare better in obtaining the customers' votes.

MAILING LISTS.

The large number of nursery catalogs as well as other mail received at this office addressed to the former street number, although the offices of the American Nurseryman were moved to their present location six years ago, and the quantity of duplicate catalogs received (five of the same catalog from one firm, for example) lead one to infer that many nursery firms constantly add new names to their mailing lists but do little else in the way of keeping them up to date. It is no wonder that some wholesale firms have mailed out more price lists than there are bona fide nurseries in the country or that some firms, both wholesalers and retailers, report response to their mailings from an unusually small percentage of their mailing lists.

The ideal mailing list is one that contains all your prospects and only your prospects. If it is incomplete, you may be losing sales. If it contains duplicate names, you are losing money. And if it contains obsolete names and addresses, you are losing both sales and money.

Keeping a mailing list up to date is a task that requires regular attention. Even at this busy season it would be a good idea to delegate the responsibility of this job to someone in the nursery office.

Nurserymen should find it to their benefit to take advantage of the service of the post office in returning undeliverable mail or in notifying the sender of change of address. Undeliverable mail of first class is returned by the post office when the sender's name and address appear on it. Undeliverable mail of the third and fourth classes which bears the pledge of the sender that the postage for its return will be paid will be returned and the postage due collected upon delivery. In cases of the removal, either local or otherwise, of

the addressee of ordinary mail of the third or fourth class, the new address of the addressee, if known, will be furnished to the sender on the post-office form 3547, provided the matter bears a request together with the sender's return card and a guaranty that the postage for such notice will be paid. Further information for securing the return of undeliverable mail or for receiving notification of change of address may be had by inquiring at your local post office.

The return of undeliverable mail or the notification of change of address is a valuable service if the information is used to keep the mailing list up to date. Another useful hint for making changes of address and adding new names to the mailing list is to check the news items in each issue of this magazine.

FOR THE SUGGESTION BOX.

Response to the proposal made on this page recently that readers conduct their own suggestion box through these columns brings up a highly interesting topic.

A prominent landscape firm suggests discussion of all phases of landscape planting and writes: "In particular at this time we wonder whether any readers can furnish for printing a chart showing the recommended sizes and quantities of all the materials that go into the planting, fertilizing, guying and mulching of landscape sizes of trees, both evergreen and deciduous. Since this is one of our specialties, we have our own charts and would gladly offer them for publication, but are also interested in seeing others as well."

With this start, the editor invites other landscape firms to send their charts or tables on this phase of their work. Then a composite picture can be presented, or a comparative study, without identification of individual firms. The results should be of real profit to all who participate. Will you contribute?

THE new address of Platt's, nurserymen and landscape architects, is Route 42, Highway 218 W, Waterloo, Ia.

THE Fred Bender Nursery has changed its post-office address from Rural Route 6, Box 1210, Sappington, Mo., to Rural Route 14, Box 1000, Afton 23, Mo.

Floridians Hold Colorful Convention

A near record crowd of 380 nurserymen, florists and guests from Florida and nearby states gathered April 18 to 20 at the Sorenco hotel, St. Petersburg, for the twenty-seventh annual convention of the Florida State Florists' and Nurserymen's Association. Both business meetings and indoor and outdoor entertainment features were held under ideal climatic conditions that every convention committee would like to supply. A further welcome condition was the ample hotel accommodations for meetings and entertainment, as well as for lodgings.

A fine job of decorating the hotel lobby and meeting rooms was done by local nurserymen and florists. Several nurserymen brought in many 15 and 20-foot balled and burlapped palms as well as other tropical plants of various sizes. Supplementing this decoration, which was done under the supervision of Charles Wedding, Soules Nurseries, St. Petersburg, local florists supplied fresh flower decorations suitable for each occasion.

A buffet supper in the ballroom of the Sorenco hotel followed by the spectacular crowning of the 1948 orchid queen, Dorothy Trimble, St. Petersburg, was the first event of the 3-day meeting to bring all the conventioners together. The 1947 orchid queen, Jeanne Holmes, Tampa, daughter of Jack O. Holmes, received the attendants of the court of honor as they approached the throne in their lavish gowns with orchid bouquets. All the members of the court were members of the nursery or florists' trade in Florida and included Jeanette Beylea, St. Petersburg; Deborah Fennell, Tampa; Julie Thomas, Lake Worth; Jackie Bartlett, Tampa; Barbara Ruskin, St. Petersburg, and Ginger Stott, Miami, in addition to Miss Holmes and Miss Trimble. A get-together party and dancing followed in the ballroom.

Election of Officers.

Among the principal business transacted at the convention was the election of officers, the results of which were announced at the annual banquet and ball.

State association officers elected for 1948 are William A. Nipper, Tampa, president; William Phillips, Tampa, vice-president; Harold A. Turner, Boca Raton, treasurer, and C. Leslie Whipp, Callahan, secretary. Calvin D. Kinsman, Miami Beach, is vice-president of the nursery group,

and Miss Betty Haynes, St. Petersburg, is vice-president of the florists' group.

Reelected to head the nurserymen's group were Calvin D. Kinsman, Miami Beach, president; Frank Stott, Miami, vice-president, and Paul S. Meares, Largo, secretary-treasurer.

With Miss Haynes heading the florists' group, Charles Coffey, West Palm Beach, was elected vice-president and W. C. Phillips, Tampa, secretary-treasurer.

Opening Joint Meeting.

A joint meeting of florists and nurserymen Monday morning was



E. W. McElwee.

opened by the convention chairman, Betty Haynes, St. Petersburg. Following the singing of the national anthem and an invocation by the Rev. A. H. Glasure, the members of the association were welcomed by the mayor of St. Petersburg, Fred Wesemeyer, A & W Bulb Co., Clearwater, immediate past president of the association, responded and presented the mayor with a basket of flowers. And Jack Holmes, Jack O. Holmes, Inc., Tampa, responded similarly to the welcome by the chamber of commerce.

A number of notables in attendance from Florida and out-of-state guests were introduced by George L. Taber, Jr., Glen St. Mary Nurseries, Glen St. Mary, vice-president at large. Mrs. Julie Thomas, Lake Worth, president of the association, gave a resume of important events of the year affecting the organization. Calvin Kinsman, Kinsman Land-

scape Co., Miami Beach, president of the nursery group, reported for that branch of the association. Betty Haynes reported for the florists' group and O. S. Baker, Miami Beach, reported for the greenkeepers. C. Leslie Whipp, Callahan, secretary, reported, and Harold A. Turner, Boca Raton, gave the treasurer's report, which showed over \$1,400 as the total assets of the association.

Guest speaker on the morning program was Prof. E. W. McElwee, of the department of floriculture, Mississippi State College, who presented statistics showing the development of the south in recent years and how it has affected the florists' and nursery industries. He believed that the south is developing more rapidly than other sections, creating new income consumers for florists and nurserymen. He said from 1869 until about 1929 the south was an economic problem of the nation, but this situation was fast changing with increased mechanization and industrialization. Formerly, he said, a low volume of medium quality at a low profit was the average production, but now better quality and more production point the way to better times. He pointed out that the horticultural production in the south does not begin to meet the need. Nurserymen and florists in Mississippi fail by ninety-five per cent to produce the amount of stock sold. Georgia fails by ninety-four per cent to produce the number of ornamental plants needed. As a whole the lag is about seventy-six per cent for the south.

He also pointed out that the number of nurserymen and florists in Florida alone was decreasing at the rate of twenty-eight per cent each year. He cited, however, that there had been an increase in the value of products sold of 144 per cent in Florida, and a \$9,000 income per year was realized from horticulture establishments in Florida.

He pointed out the need for some well balanced perennial nurseries in the south and stated that he could not name a single such nursery in the south.

Nursery Group Hears McElwee.

Following luncheon, the florists held a separate meeting at which a school of floral design for retailers was one of the features and guest speakers were Jack Weinstock, Weinstock's Flower Shop, Atlanta, Ga., and W. E. Joy, Columbus, Ga.

At the same time the nursery

group held a separate meeting in the Palm room. Calvin D. Kinsman, Kinsman Landscape Co., Miami Beach, president of the nursery group, presided. Following a report of the secretary-treasurer, Paul S. Meares, the introduction of guests and visitors and the appointment of committees, Prof. E. W. McElwee, department of floriculture, Mississippi State College, addressed the group. Speaking on the long-time effect of industrial landscaping, he said that this was a relatively new field to the south but rapid headway was being made. He mentioned such recent examples as the landscaping of the new Phillips Milk of Magnesia factory at Gulfport, Miss.; the Johnson & Johnson factory in Georgia, and the Dr. Pepper factory in Alabama.

Turning to home landscaping, Professor McElwee said that there is a lack of appreciation on the part of the public for what is involved in landscaping a home. People are inclined to think they are overcharged. Most customers' criticisms are of service rendered rather than of plants received. Professor McElwee said the public should be educated to the fact that landscaping is a worth-while lasting effort and suggested that this might be a public relations project of the association or of a group of nurserymen rather than of the individual nurserymen.

There is a need for trained personnel for the field, especially in the south. Professor McElwee thought that current expansion of programs in the horticultural departments in the universities of several southern states was a hopeful sign, and these expansion programs also held promise for much research on production problems peculiar to the southern section.

Because of the climatic peculiarities of the south, a different type of stock is needed than in other sections of the country. As in all sections, homeowners want a quick but lasting effect from their plantings. Because most plants are relatively fast-growing in the south, this is a difficult condition to maintain, and plants soon become out of bounds. Professor McElwee thought this problem might be solved in part by using slower-growing plants and better grades of plants even in the larger sizes. Both the large slow-growing plants and dwarf plants are lacking in many southern nurseries, he said. However, there has been a marked change in the use of plants from the usual plantings of arborvitae and privet. Some plants of uncommon use which he recommended for the south included Menzies barberry, Harland boxwood, the

low firethorn, such as *Pyracantha coccinea pauciflora*, and *Rhodotypos scandens*.

He said that one of the most frequent complaints of nurserymen about customers was that they often showed a lack of interest after plants were installed and did not give their grounds the proper care. On the other hand, he said that perhaps more enthusiasm on the part of the nurseryman for his own product was needed. He said that plants should be sold for their special characteristics and adaptability rather than just as plants themselves.

Turning to other nursery problems for the south Professor McElwee



Infrared Frost Dispeller.

stated that irrigation of crops was the weak point in the economy of production in the south. He also emphasized soil conservation and crop rotation and pointed out that proper soil practices sometimes lessened the irrigation problem.

Professor McElwee had mentioned the need for more attention to root-pruning practices in the course of his address, and in the ensuing question-and-answer period equipment for root pruning was discussed. It was decided that there was no one attachment for a tractor which would accomplish this, but that it was almost an individual need. C. U. Penney, Miami, stated that there was a good attachment for the Gravely tractor, although this particular attachment was not manufactured by the Gravely Mfg. Co. And Max Pfaender, Orlando, described an attachment to the Figley tree digger used by the Sneed Nursery Co.,

Oklahoma City, Okla., with much success.

A. A. N. Program.

Since Florida and Mississippi are the only two southern states without representation on the board of governors of the American Association of Nurserymen, John B. Wight, Cairo, Ga., executive committeeman for region II, spoke on the accomplishments and activities of the A. A. N.

While plants vary and cultural practices differ in the various parts of the country, he pointed out that sales technique, business procedure and a number of other problems are the same for the nurseryman no matter in what climatic section he does business. Hence comes the need for and the advantage of a national trade association.

Mr. Wight pointed out some of the notable accomplishments of the A. A. N. in aiding the trade during the war years, such as having the nursery industry declared essential to the war effort, largely because of its cooperation in camouflage work with the United States Army engineers, and securing natural rubber for budding ties, tin cans for nursery stock and gasoline and tires as well as a number of other much-needed items.

More recent activities of the A. A. N. have included representing nurserymen in securing favorable quarantine actions, cooperation with the United States Department of Agriculture in new plant introductions which have recently included a number of new azaleas and chrysanthemums especially suitable to the south, registration of new woody plants, fruit varieties surveys, certification of budwood for virus-free budwood for stone fruits, soil conservation information which is to be published soon in booklet form for nurserymen, efforts to keep postal and express rates favorable to nurserymen, the trade promotion program and the gift certificate.

Mr. Wight invited the Florida nurserymen to become members of the A. A. N., and a number expressed their wish to do so and discussed it with him after the meeting.

Frost Protection Machine Described.

One of the most interesting talks of the convention was given by James Trimble, St. Petersburg, who described a frost protection device which he has built. This machine, which gives frost protection to plants through radiant heat, is patterned after a model built at Michigan State College shown on this page.

[Continued on page 49.]

Sling's Shots on Selling

By J. H. Slingerland

Dear Joe:

I can see full justification for your complaint that your catalog doesn't get you sales. But first, I'm going to have to ask you to read between the lines of what I'm writing you, and recognize that if I could sit down and talk to you I'd phrase things a lot more gently. That's another way of saying that I'm going to be brief—in fact, abrupt—in expressing myself, because if I try to write a la Dale Carnegie and sugar-coat my criticisms, I think you'd probably miss my points, if you didn't tire from reading too many words. Brevity is a blessing, in that it gets one's message across, although it never, yes, never, lends itself to "tact." So here goes, viewing the pages as a customer who wrote for your catalog only because he wanted to buy flowers:

You use a swell picture of your "factory" on the front cover. You have a very pretty setting for your nursery, and your buildings are well designed. In fact, your office building is very fine looking. But the poor customer only wanted to buy some flowers—not a nursery layout.

Front covers should always be your "show windows." Here is where you should put your best foot forward—and as far forward as possible. Just compare it to the show window in a dress shop—how many customers do you think would be impressed with the desirability of the dresses it sold if the owner filled his windows with those high-speed, heavy-duty sewing machines on which the dresses are made?

The only way to "catch a customer"—and regardless of what you want to call it, you are engaged in a very unladylike chase the minute you go into selling anything—is to put plenty of "frosting" on your sales message.

Catalog covers are the most valuable advertising space you've got. Generally they're heavier, better paper, on which you can get finer reproduction. So put the best item in your nursery on the front cover! It is the one thing the customer sees first—be sure your first impression is your best one.

I've been accused of being selfish about my advertising. But from talking to hundreds of customers, I've found that merchandise—refrigerators, radios, mattresses or flowers—is the most important news in their lives. So I would recommend that

Wherein a nurseryman submits his catalog, that doesn't sell, to an advertising man and asks "Why?"

you put the description of that best item right on the front cover with it! That's so darn logical, I'll never be able to understand anyone who doesn't agree. The customer sent for the catalog just to be able to order flowers—the front cover shows a picture of a really swell flower and gets him (or her) all drooling for it, and then says, "Wait a minute, Bub, go and look on page so-and-so if you want it." I could talk about "striking while the iron is hot" and a dozen other clichés, but instead, let's just be logical, save the customer time, satisfy his desire and, for Pete's sake, let the poor guy buy what he wants the minute he sees it!

Let the Dead Rest in Peace.

When I open your catalog to pages 2 and 3, I start to shudder. Remember, the only possible reason I could possibly have for wanting your catalog is that I am interested in flowers—and, you hope, interested in buying them.

But what greets me—flowers? No! Theoretically, I have to meet your family—all four generations of them! Now I'll bet money that you have the finest ancestors of anybody in the world. I will grant that you have justification in being proud of them. But the biggest bore I know is the guy who always buttonholes me and then bores me silly telling about his kids. Where are these flowers you claim don't sell?

And that inspirational headline that covers the top of two pages—something about "Land'n Sea Nursery—now in its 76th Successful Year." What is the purpose of that headline? At most, there are only three people in the world who care about how old your nursery is, yourself, your mother and your father. All the customer wants to know is, what can you do for me today—now—this minute, when I want to buy.

By the time your customer gets to page 2 he should be drooling so badly that he's already reaching for his checkbook and wondering where he put the postage stamps the last time he used them. But no; instead, he's getting the "cold treatment," soaking up an admiration for your noble forebears. Or, more serious to

your business, he's getting ready to drop your catalog in his wastebasket.

And frankly, Joe, isn't that seventy-sixth successful year stuff kind of "whistling in the dark?" If you were really successful, you wouldn't have to be telling the customers about it—they'd be too busy telling one another to make it worth mentioning.

Bury Your "Skeletons."

Your page 3 scares me to death! Joe, you step right up and slug the customer with a dozen worries. And you tell him not to order—or at least, you tell him he has to comply with your rules if he wants to order. And the poor guy hasn't even seen a flower yet!

Scan the copy and read the headlines on that page! You were so busy thinking of yourself, you forgot to think of the customer! "Express Is Expensive"—"Big Shipments Cost Less"—"Minimum Order \$5.00"—"How We Pack"—"When We Ship." You see what I mean by brevity not lending itself to tact back in my first paragraph?

All those things are the "skeletons in your closet." Keep them in your closet—don't set them up in your living room. Get your guest in first—get him interested—then tell him the facts of life when he wants your flowers so badly that the terms will look like molehills instead of mountains. Put the "information" pages in the back of your catalog!

Then, be sure to phrase them as though you were helping the customer do it the easy way when you give instructions. For example, "We use double-moist super moss for safer shipment." Instead of talking kraft paper and twine, talk "nursery fresh" arrival that assures successful transplanting. Give word pictures of the damp, healthy roots, the supple, live canes. Take the threat out of "Minimum Order \$5.00" by appearing to give the customers something, thus: "\$5.00 and larger orders Prepaid," and price accordingly. If you really can't afford to fill orders under \$5, the added cost of postage will raise your prices sufficiently to scarce out the "two-bit" buyer—yet the bargain price reduction in the prepaying of "over \$5.00" orders will be readily recognized by the customers you want. As an "earned dividend" it will encourage average customers to build up their orders.

[Concluded on page 58.]

Nurseries Exhibit at California Show

Exhibits from all over the United States were displayed April 26 to May 2 at the California spring garden show at Oakland, which was described as even more beautiful than last year's event. Despite rain and cold weather during the middle of the week, visitors crowded the show daily to view a reproduction of California's coast line entitled "Western Woodlands" as well as many other attractions. Some persons came simply to enjoy the spectacle, while others carried notebooks and wrote down the names of the new and improved varieties of the particular flowers in which they were interested.

An innovation was a small booth sponsored by the Central California Nurserymen's Association. George P. Sorensen, Sorensen's Select Bulbs, Oakland, was in charge of the booth, which afforded a headquarters for visiting nurserymen, a number of whom came up from southern California for the event, and also provided comfortable chairs for other visitors.

The outstanding exhibit and the sweepstakes winner was a garden designed by John L. McDonnell, McDonnell Nursery, Oakland, which appealed especially to homeowners because of its practicality and beauty. The garden was designed for the homes of persons in the \$10,000 to \$12,000 a year income bracket. An excellent display for a corner in a large rustic estate was constructed by the E. James Nursery, Oakland.

An exhibit entered by the Gomes Nursery, Oakland, which is shown in one of the accompanying illustrations, featured an outstanding collection of rhododendrons, azaleas and tree ferns. Included among the rhododendrons were Cottage Garden Pride, White Diamond, Purple Splendour, Lord Roberts, Alice, Eureka Maid, King George, Unknown Warrior, Countess of Sefton, Mrs. Lindsay Smith, Lavender Girl, Beauty of Littleworth, Sappho, Rainbow, Fragrantissimum, Pink Diamond, Loderi, Unique and Mrs. Earl Warren. Masses of blooms around the border of the display included Rosaeflora, Ledifolia alba and Goldsworth azaleas.

Pictured on this page is the display of the Berkeley Horticultural Nursery, Berkeley, which featured a pool with a doe and fawn near by. Azaleas, including occidentalis, Hexe and Altaclarens, and rhododendrons were banked against the redwoods and pines.

A merit certificate was awarded the Montclair Nursery, Oakland, for a new introduction of a hybrid leptospermum, Red Damask. The exhibit included a well arranged selection of hydrangeas, bleeding hearts, azaleas, rhododendrons and shrubs.

In another arrangement of rhododendrons and azaleas, sponsored by the East Bay Nursery, Berkeley, rhododendrons were placed high on a cliff near a waterfall. Azaleas, caladiums and camellias were built up to

the higher level from the floor of the show.

The Mariposa Ranch Iris Gardens, Altadena, offered an interesting collection of bearded irises, including Fortune, Elmo, Chief Poking Fire, Cherry Blue, Lady Mohr, Caroline Burr, Sylvia Murray, Painted Desert, Blue Shimmer, Golden Eagle, California Peach and Spendthrift.

An award for superior landscape design went to the landscape department of the California Nursery Co., Niles. The firm featured tulips, daffodils and azaleas in a well planned display in which white azaleas, backed with shrubs, bordered a rocky creek and waterfall. Sunkist and The Bride tulips and Cheerfulness daffodils were also planted in this exhibit, a section of which is shown in a photograph on the opposite page.

Other firms participating in the show included Birchland Gardens, San Rafael, which exhibited tuberous begonias; Sunset Nursery, Oakland, which featured a waterfall and also designed a huge bowl of moss filled with pelargoniums, ranging from white to dark red and including Shasta, Pink Gardener's Joy, Azalea and Marie Roeber, and Martin & Overlach, San Francisco, which sponsored an interesting collection of white, pink, rose and purple azaleas around a waterfall, including Miss Cottage Garden, Avalanche, Purple King, Snowbird, Torch, Bridesmaid and Sunstar.

Dressed in a Dutch costume, Peter Valinga, Burlingame, presided over a display of tulips, among which was the parrot tulip, Violet Queen. In addition to domestic-grown flowers, there were cut tulips which had been flown over from Holland for the show.

Shaffer Bros. Tropical Gardens, Santa Cruz, displayed anthuriums, and Crombie Nursery, Oakland, featured specimens of Talisman, Mrs. Sam McGredy, Chief, Picture, Fred Edmunds, Angels Matier, Sonata and Mrs. Prens roses.

Among the pelargonium exhibits was that of the Kerrigan Nursery, Oakland, which presented dark red Marie Roeber, Red Velvet, Harriette and other well known varieties.

Sunnyside Nurseries, Oakland, entered a garden of azaleas, hydrangeas, Margo Koster roses, calceolarias and tuberous begonias, and bearded irises were displayed by Martin's Gardens, Oakland, including Santa Clara, Golden Madonna, China Rose, Snow Flurry and William A. Setchell.



Doe and Faun Featured in Exhibit of Berkeley Horticultural Nursery.

The California Horticultural Society entered an educational exhibit, limiting it to introductions by members of the society. Toichi Domoto, Hayward, exhibited tree peonies; Victor Reiter, fuchsias, and P. H. Brydon, rhododendrons.

FETE NURSERYMEN BEFORE CALIFORNIA GARDEN SHOW.

Officers of the California Association of Nurserymen and other nurserymen visiting the California spring garden show April 26 to May 2 at Oakland were entertained by the Central California Nurserymen's Association during their stay.

Highlights of the program planned for the visitors included a cocktail party the evening of April 26 at the Hotel Claremont, under the chairmanship of John L. McDonnell, McDonnell Nursery, Oakland.

Arrangements for the various events were under the direction of Elmer Merz, Sacramento, executive secretary of the California Association of Nurserymen. Mr. Merz was assisted by Albert H. Quatman, Jr., Van's Nursery, Oakland, and George P. Sorensen, Sorensen's Select Bulbs, Oakland, secretary of the Central California Nurserymen's Association.

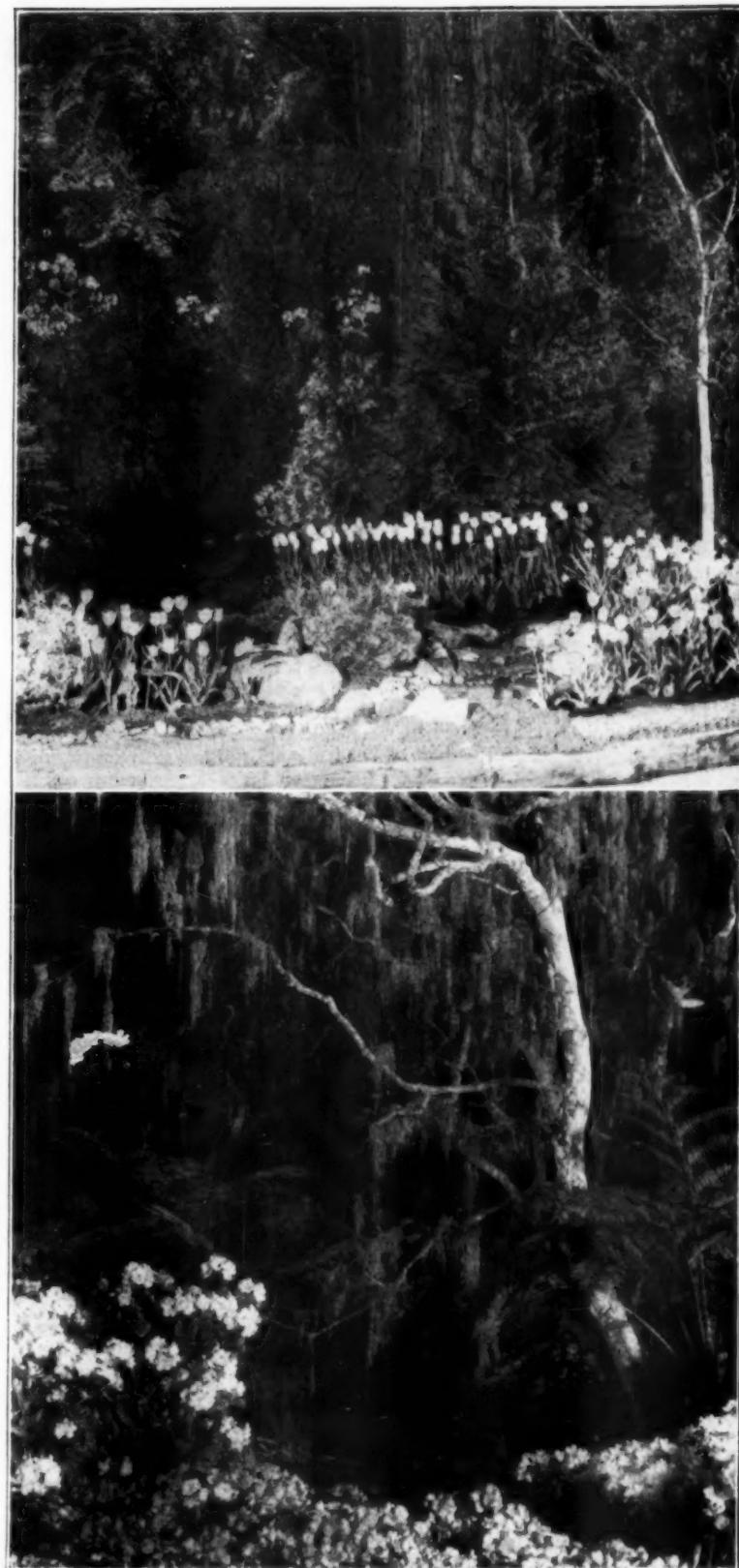
A registration for visiting nurserymen attending the show was held at a booth just inside one of the entrances.

HOME BUILDING.

Home building in March was twenty per cent above the February level, an increase exceeding the usual spring upturn. According to the National Association of Real Estate Boards, the market has recently been featured by a steady demand for vacant land and by a high volume of new construction.

Figures compiled by F. W. Dodge Corp. reveal that new construction contracts, both residential and non-residential, in the thirty-seven states east of the Rocky mountains, aggregated \$1,986,936,000 during the first quarter of 1948. This volume surpasses last year's first-quarter record by twenty-three per cent. The Dodge survey indicated that residential volume is running about the same as last year, but that nonresidential contracts and heavy engineering awards have increased forty-two per cent and forty-six per cent, respectively.

RAYMOND E. KISSINGER has purchased the nursery owned by the late James K. Wingert at Chambersburg, Pa., and plans to sell evergreens for landscaping.



Upper: Prize-winning Landscape Exhibit of California Nursery Co.
Lower: View of Rhododendron-Azalea Woodland of Gomes Nursery.

Types and Values of Understocks

By C. A. Chandler

Understocks may be either seedlings or cuttings on which scions of fine varieties are grafted. This grafting is done with varieties that will not come true from seeds or will not root from a cutting.

The following is a summary of some observations of the past few years on the handling of different varieties of understocks for the purpose of perpetuating fine varieties of evergreens.

After experimenting with many kinds of understocks a conclusion has been reached that seedling *Juniperus virginiana* understock is the most satisfactory and produces the healthiest trees. The different varieties of understocks that we have tried in our nurseries include *Andorra*, *chinensis*, *Greek*, *hetzi*, *Irish*, *kosteri*, *pfitzeriana*, *prostrata*, *scopulorum* and *virginiana* junipers and *arborvitae*.

Virginiana understock has proved the best.

Andorra understock can be had easily from cuttings. Its only advantage is that it will dwarf the tree and make it more compact, but after three years the tree declines and blights at the bottom.

Canaerti has done fairly well on *Andorra*.

Chinensis understock will pass for grafting *chinensis* varieties.

Greek understock is an all-around failure and was a sad experiment with us.

Irish understock, I understand, is much used in the east, but with us it has proved a costly experiment.

Several years ago, at a convention of the American Association of Nurserymen at Chicago, I was inquiring around for 30,000 *Juniperus virginiana* understocks. One of my good friends said to me, "Oh, go home and make them."

I said to him, "I wish you would tell me how to go home and make them."

His reply was, "Have you any *Irish* juniper and a lath house?"

I told him that I had plenty of *Irish* juniper, and he said that was all that was necessary.

I went home, built a lath house, made several thousand *Irish* juniper cuttings and put them in sand in the lath house. We had several days of dry, 100-degree weather and lost all

of them; none rooted. We do not have the humidity they have in Ohio along the lakes.

But we were not discouraged. When the summer heat was over we made cuttings again, this time putting them in sand benches in the greenhouse where we could control the temperature and humidity. As a result they rooted almost 100 per cent. Later that fall we potted these in 2½-inch clay pots and grafted them that winter. We made several varieties on this *Irish* understock. The following spring we lined them out in the field. They grew and looked fine the first year, better the second, but the third season they began to burn at the bottom. We think it was the fourth or fifth season that we bulldozed them out and burned them.

I wish that instead of going to that convention I had taken a trip to Europe or some other foreign place. The advice that my friend gave me cost over \$20,000—that is, if I had had good, finished stock on *virginiana* and sold it at the prevailing price.

Kosteri, *pfitzeriana* and *hetzi* understocks are still in the experimental stage.

Scopulorum understock does not have so good a root system as *virginiana*.

Several years ago a customer of ours at Denver told us to put his *scopulorum* varieties on *scopulorum* understock, which we did. One summer, while in his nursery, he and I observed that the *scopulorum* varieties on *scopulorum* understock were not so large or of so good color as some varieties in the same field that were grafted on *virginiana*. We both decided then and there to discard *scopulorum* understock.

Now as to the *arborvitae* understock. We do not put juniper on *arborvitae*. Before we were making grafts we bought several hundred from a person in Illinois to line out. About one-half of them died the first year and more the second season. Those that made their own roots seemed to survive, but poorly. In going through this block one summer I noticed an *arborvitae* sprout coming up from below the graft. When I asked the man from Illinois about it, he said he always used *arborvitae* for understock. This was another costly experience.

These are some of the reasons we have settled on *Juniperus virginiana* for understock, but even *virginiana*

understock has some drawbacks. A year ago last fall we bought 10,000 *virginiana* understocks from Wisconsin. They seemed to be all right when they arrived, but after all the work of grafting had been done, we took them out of the closed cases and found there was a fifty per cent loss. We try to have a strain that is as near blight-proof as possible, and we spray them several times a year with special Semesan to keep the blight out.

A few words about the making of grafts. There are six important things to observe and many subheadings under these six. These six are namely:

1. Use good, healthy understock which should make new roots before being grafted.

2. Use good, young scions, eight to ten inches long, if possible. Cut them when not frozen, and keep them moist and in a cool place. Use as soon as possible.

3. Use expert labor.

4. Maintain the proper heat in the closed cases which should be between 75 to 80 degrees.

5. Be careful to have just the right amount of moisture.

6. Maintain proper ventilation. This is necessary to keep mildew from cuttings. After being made, grafts are placed slanting in peat, in closed cases on benches in the greenhouse, with sides boarded up so as to give bottom heat.

If all these steps are closely observed, we obtain almost 100 per cent successful grafts. After planting in the field, grafted plants should do well and make rapid growth with little loss.

EL PASO EXHIBITORS.

Among the commercial exhibits in the southwestern garden show held May 1 and 2 in the El Paso Coliseum, El Paso, Tex., were those of the Rio Grande Nursery, Evergreen Nursery, Cross Nursery, Black's Nursery & Tree Service, Harris Flower Mart, Palm's Seed Store, Francis Warnock Flowers and Glen McDonald's Greenhouse. The show is an annual event sponsored by the El Paso Garden Club Council.

QUINN'S NURSERY, Lost Creek, W. Va., has been started by J. C. Quinn, who will grow apple trees for retail sales.

Deciduous Climbing Vines

By George Graves

Vines are not major landscape plants. However, they are important because of the finished touch which they can add to the appearance of a garden scene after the background structures and plantings are in place. Their ability to spread over vertical, slanting or horizontal surfaces with the bulk of their growth restricted to two dimensions makes them essential for the completion of many plantings.

So far as the tendency of vines in foliage to cover over is concerned, too much variety in a limited area seems hardly desirable. A wall given to but one kind of vine is a more pleasing feature than a wall draped with an assortment of climbing plants. The same holds true for a fence, a trellis, an outcropping rock or even bare soil in need of a ground cover. Culturally, there are difficulties encountered in trying to extend the seasonal show of foliage which creates a cover by combining different kinds of vines on the same support. Examples of such combinations which have not worked out well are large-flowered clematis with climbing roses and climbing hydrangeas with evergreen euonymus or English ivies. Also, too complete a blanket of climbing growth may not be so pleasing to look at as a partial covering which lets the supporting wall or trellis show through.

Vines are not of value for their foliage alone. Some of them are showy in bloom. In fact, a few of them, such as the clematis and some of the honeysuckles, are grown mostly for their floral displays. Clematis varieties in many cases differ only in color and aspect of blooms. Then, too, fruits such as those of the bittersweet and the true ampelopsis are of ornamental significance.

As a group, the plants classed as vines develop long, thin stems which cannot maintain an upright position. In spite of this, some vines have the ability to extend their growth about as far into the air as near-by support will permit. The manner in which each vine is able to attach itself in order to climb up one of the various kinds of tall frames and bear flowers in the sun depends upon the kind of vine it is, for different vines climb in different ways.

The simplest method of climbing is not really climbing at all, but clambering by means of no special device except perhaps, prickles, as

in the case of the climbing roses. These clambering plants are commonly treated in the old-country manner as wall shrubs; or are trained on trellises built out a few inches from walls. An outstanding example is the top-tender *Jasminum nudiflorum*, with main stems which may grow to be as much as fifteen feet in length. It is well known for its yellow flowers in early spring or during mild periods in winter in the south. Where hardy, the winter jasmine withstands city conditions well.

Another clambering shrub which is not too desirable, however, is the Chinese matrimony vine, *Lycium chinense*. This and other species are well known as shade-tolerant covers for rough structures and rocky areas. The seeds, which develop in the red fruits after the potato-like flowers appear in June, often germinate where they fall, making the plant somewhat of an aggressive nuisance.

Also more or less of a clamberer is the Chinese fleece vine, *Polygonum auberti*, which is covered with panicles of buckwheatlike flowers in late summer. While it will not climb on a wall, the Chinese fleece vine displays remarkable agility in working its way up to the top of a building several stories high by relying upon the support of window blinds, fire escapes and other projections. It is equally attractive when sprawling over stone walls or as a ground cover in rocky places.

Still another important group of vines climbs by twining the stems about tall supports. The twining is accomplished in the same way that a bean plant climbs a pole, by wrapping its tender young shoot tips around the pole, provided the pole is of sufficiently small diameter to permit the growing point to make the coil. The twining is done entirely by the soft, rapidly elongating stem tip. From this fact the grower of such hardy material as wistarias can learn that a plant set at the base of a sizable tree trunk cannot be expected to climb by the twining process. The support is not thin enough. In such a case it will be necessary to support the vine in some other manner until it is long enough to reach among less sizable branches higher up.

Given such a tall support, a wistaria usually displays that irritating habit of not coming into bloom for

many years. In fact, this failure to bloom promptly has given rise to a popular notion that some wistarias are incapable of bearing flowers and that they are barren. The truth seems to be that wistarias and some other kinds of vines often do not bloom or at least do not bloom well until they have completely surmounted their supports and can climb no farther. Thus, the height of the support has some apparent control over the flowering behavior. Plants which are trained as shrubs or standards or on low objects such as posts or in a horizontal direction seem to bloom more quickly than those which are located so that they may climb to great vertical distances. This behavior seems as true of grafted plants as it does of seedlings. Attention to the available headroom and the provision of good soil and growing conditions seems to be more important than the age-old practice of root pruning. As for top pruning, methods drawn from both grape pruning and pruning of trained fruit trees seem to be beneficial for the flowering of wistarias in limited spaces. When it comes to dealing with old plants, it is a good rule not to remove any of the old framework stems.

The really important reason for grafting wistarias is to secure plants with flowers that are outstanding and predictable, which is not possible with seedlings. As it is now, too few of the wistarias in commerce are named varieties.

For the sake of greater plant hardiness and longer flower clusters, growers can turn to the Japanese wistarias, *Wistaria floribunda*, rather than *W. sinensis*. Typical Japanese wistarias have violet-colored flowers. For a white-flowered variety, there is *W. f. alba* with racemes up to eighteen inches in length. Some eastern American gardens contain plants of *W. f. macrobotrys*, the long cluster wistaria whose racemes of blue-violet blooms may be as much as a yard long. The flowers of *W. f. rosea* are pale pink and purple. For dark and double flowers there is *W. f. violaceaplena*.

Another rugged, twining plant for high climbing or for covering boulders or rocky areas is the bower actinidia, *Actinidia arguta*. The chief ornamental property of this plant is its large shining leaves on red stems.

[Continued on page 43.]

Plant Notes Here and There

By C. W. Wood

A correspondent who has been growing a plant under the name of *Asperula gussonei* is puzzled by what he has read about this plant and *A. suberosa*. Since I consider myself to be more a gardener than a botanist, I am only qualified to speak from the former's viewpoint. Although my opinion may not exactly serve the needs of the inquirer, I shall include a few words below in the hope that they may be of some value.

Hortus may be right from the botanist's standpoint when it gives *A. suberosa* as a synonym of *A. gussonei*, but the two plants, as I have had them from several sources in this country and Europe, are certainly not the same. If no other differences existed than that of foliage, green in the case of *A. gussonei* and ashy fur in *A. suberosa*, the plants would be set apart. But in addition, *gussonei* grows four or five inches high, and its culture is easy in any sunny, protected spot, while *A. suberosa* is a little 2-inch mite that requires a meager, gritty soil, such as a scree, where not a trace of dampness will linger near its crown of fur in winter. Both plants have pink flowers, which in *suberosa* take the form of soft pink trumpets. In my opinion, the plant passing in the trade as *A. suberosa* is one of the better rock plants for the careful gardener, never spectacular, to be sure, but always lovely with its mat of ashy fur. Both plants may be grown from seeds, when they are obtainable, and from divisions.

Western Buttercups.

A correspondent in Virginia asks for a few words on the alpine buttercups of the western mountains. My garden here in northern Michigan is so dry that I can do little with these moisture lovers; as a consequence, my experience with them is limited, and it has been so long since I grew any of them that my memory needs refreshing.

The *ranunculus* is a genus that is to be approached with caution, because the really good plants are generally difficult to handle in the garden and the easy ones are often either weedy or actually pests. Our native species, especially the alpine ones, are known to few gardeners and probably never will be widely popular, except among the enthusiasts. In fact, they are so little known that they are not even mentioned in the books available as this note is written.

I am able to recall only three species at the moment; all of them inhabit high places in the western mountains and require a constantly wet, well drained soil with some shade, no doubt, in the region where this correspondent resides.

Ranunculus adoneus is a 3 to 5-inch buttercup from the mountains of Colorado and Wyoming, with large yellow flowers, usually two to each stem. *R. eschscholtzii* grows from three to five inches tall and has bright gold flowers that are a half inch or more in diameter. Both of these plants come from the regions of eternal snows and consequently need a wet moraine or something approximating such conditions when brought to lowland gardens. If I were trying to grow them in Virginia or other regions which have hot summers, I should also give them some shade during the middle of the day.

On the other hand, *R. suksdorffii* is a subalpine which may become a nuisance in a garden meeting its requirements. As I recall my experience here, this plant does not require moraine treatment so long as it receives moisture. Under such conditions it grows up to eight inches in height, producing its bright yellow buttercups in July, and spreads at an alarming rate if it is given constant moisture. I gave my last plant to a friend who has a stream running

through his property, and it took a concrete curb to prevent it from spreading over everything in sight. In my opinion, the ranunculi are best grown from seeds, and that is not always successful unless the seeds are fresh, for the plants are notoriously slow germinators.

Artemisia Lactiflora.

Some recent correspondence with a landscape architect leads me to believe that a note on the Chinese plant whose name is in the headline of this paragraph might be useful at this time. He suggested that familiarity had bred contempt for this noble species, and that is probably true. I suspect that the confusion which brought *A. vulgaris* and another unnamed plant, a veritable pest, into the trade under the name of *lactiflora* may have been a contributing cause.

I can return in memory to the early days of this century and recall the enthusiasm of experienced gardeners over this plant and the splendid uses they made of it, taking great pains to bring it to the height of perfection. I have a notion that it would be even more popular today, if growers would show by example what the plant is capable of doing under good treatment. Among the plantings of years past, I recall one which included this wormwood and the great azure sage, *Salvia azurea grandiflora*, that would prompt any gardener who had an eye

PERENNIAL PLANTS

Per 100

<i>Achilles The Pearl</i>	\$10.00
<i>Asclepias Tuberosa</i>	12.00
<i>Aster Palmyra</i>	15.00
<i>Artemisia Silver King</i>	10.00
<i>Catananche Caerulea</i>	12.00
<i>Delp. Wrexham, Lamartine</i>	8.00
<i>Delp. Belladonna, Bellamoum</i>	7.00
<i>Dicentra Spec., 4 to 7-eye</i>	27.00
<i>Dicentra Eximia</i>	18.00
<i>Funkia, Variegated</i>	10.00
<i>Gypsophila Oldhamiana</i>	8.00
<i>Homerocephalus Dr. Regel</i>	10.00
<i>Iris, Dwarf Yellow</i>	5.00
<i>Phlox, Assorted</i>	10.00
<i>Salvia Pitcheri</i>	12.00
<i>Tradescantia Purple Beauty</i>	12.00
<i>Tradescantia Delights Blend</i>	10.00
<i>Tritoma Pfizeri</i>	10.00

Per 10 Per 100

<i>Dianthus Lucia, 3-in. pots</i>	\$2.50	\$18.00
<i>Dianthus June Carmine, 2 1/4-in. pots</i>	3.50	25.00
<i>Geum Princess Juliana</i>	3.00	25.00
<i>Penstemon Barbatus</i>	1.50	12.00
<i>Penstemon Pink Beauty</i>	2.00	15.00
<i>Penstemon Rose Elf</i>	2.00	15.00
<i>Polemonium Blue Pearl</i>	1.50	12.00
<i>Veronica Crater Lake, Blue</i>	2.00	16.00
<i>Gypsophila Bristol Fairy, 2-yr.</i>		30.00

25 at the 100 rate. All subject to prior sales.

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MANCHESTER, CONN.

MAY 15, 1948

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RED				YELLOW and TWO-TONE			
American Beauty	254	120	...	Condesa de Sastago	950	655	...
Christopher Stone	...	601	...	Duquesa de Peneranda	167	90	...
Francis Scott Key	...	833	...	Golden Charm	...	596	...
F. J. Grootendorst	240	...	...	Golden Dawn	...	730	...
E. G. Hill	200	973	...	Golden Ophelia	...	350	...
Lord Charlemont	...	518	...	Heinrich Wendland	50	30	...
Poinsettia	30	1490	...	Joanna Hill	437	937	...
Red Radiance	3959	2560	...	Julien Potin	130	85	...
Syracuse	...	285	...	Lady Hillingdon	171	138	...
				Luxembourg	...	869	...
				McGredy's Yellow	...	632	...
PINK				Mrs. Pierre S. du Pont	...	124	...
Betty Uprichard	296	51	...	Pres. Herbert Hoover	2455	2395	...
Briarcliff	...	1865	...	Roslyn	370	395	...
Columbia	340	879	...	Soeur Therese	2028	1592	...
Dainty Boss	190	529	...	Sunburst	...	110	...
Dame Edith Helen	540	983	...	Talisman	4118	1279	...
Editor McFarland	...	1300	...				
Mrs. G. A. van Rossem	270	120	...	WHITE			
Mme. C. Chambard	300	330	...	Mme. Jules Bouche	447	300	...
Mrs. Lovell Swisher	677	370	...	Caledonia	578	952	...
Pink Radiance	1446	3094	...	F. K. Druschki	425	94	...
				K. A. Viktoria	1125	2013	...
CLIMBERS							
American Beauty	339	50	...	POLYANTHA			
Columbia	...	...	210	Baby Doll	400	...	193
Dr. Van Fleet	...	460	96	Edith Cavell	1208	263	250
K. A. Viktoria	90	113	60	Ellen Poulsen	327	...	157
Pres. Herbert Hoover	150	380	180	Golden Salmon	499	543	477
Primrose	...	50	260	Ideal	965	250	304
Red Radiance	167	130	172				
Talisman	260	559	155				

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for lively associations to emulate the example. If the artemisia is treated liberally, there is no trouble at all in growing it up to six feet in height, and I have seen it growing taller than that in soil that had been trenched fifteen inches deep. The artemisia then becomes a most imposing plant, the most spectacular of its season.

Hawkweeds.

Another recent inquiry served to remind me that I have been intending to say a few words about hawkweeds and that other matters have caused me to postpone this discussion. Therefore, I shall take a little space at this time to mention this subject. May I urge you not to allow your experience with the pests in the genus to prejudice you against all hawkweeds, for you will then be missing some truly fine plants?

Because the only hawkweeds that are commonly known are such violent spreaders, the entire genus has acquired a bad reputation among gardeners and nurserymen. Consequently, few of the plants are grown, much to the loss of gardens. It would be a crime, I agree, to sell unsuspecting gardeners a plant of *Hieracium aurantiacum* because they admired the plant's pretty orange-red flowers, without first warning them that the plant would take full possession of the garden in a year or two if it were not restrained, a task few gardeners are able to accomplish. The same holds true of many of the 400 or more other species for which botanists account. But there are exceptions here, as there are in most cases, and we shall now consider a few of them.

Some of the alpine species tested here were too difficult for the small amount of beauty they were able to contribute to the garden, but there were a few kinds whose ease of culture and beauty, usually unobtrusive, entitle them to consideration. In this group, *H. bombycinum* deserves special mention. The plant does not spread at all, but instead produces a flat tuft of spoon-shaped leaves which are covered with silvery down, making a desirable plant even when it is not in bloom. The plant is really a pleasant sight when it is covered with large yellow daisies on 6-inch stems for about two months in early summer. It is easy to grow in any light, well drained soil and has proved indestructible here so far as low temperatures are concerned.

In *H. alpinum* the silvery fur is replaced by blackish hairs which cover the entire plant, creating an entirely different effect than *H. bombycinum*. The golden-yellow flower

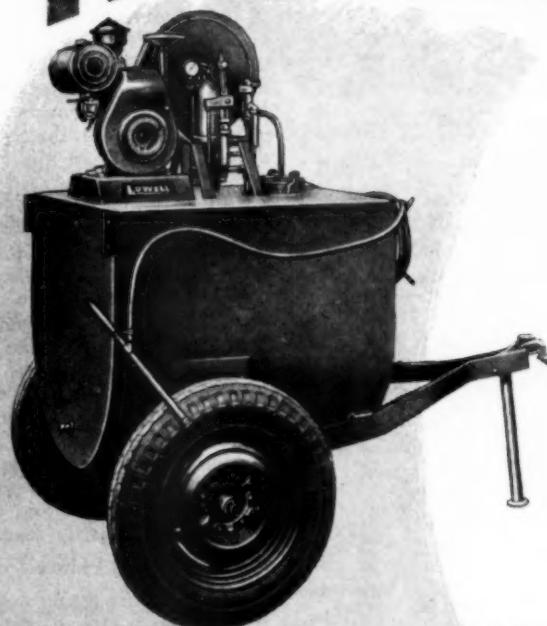
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Lowell SprayCat Model 6480—For larger spraying jobs. 16 x 5:50 pneumatic tires. Trailer hitch with hand grip release. 150 gal. tank, 4 g.p.m. discharge with 25 ft. $\frac{3}{8}$ " oil and chemical-proof spray hose and No. 6360 double-nozzle spray gun.



Lowell SprayCat Model 6415—Compactly designed. Shown, 100 gal. model, either 2 or 4 g.p.m. discharge, 25 ft. $\frac{3}{8}$ " oil and chemical-proof spray hose. No. 6060 single-nozzle adjustable spray gun. Also 50 or 30 gal. models with 2 g.p.m. discharge.

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Lowell SprayCat Model 6255—Easy to handle; easy to store. Automotive-type, pneumatic-tired wheels don't sink in soil or cut sod. In 50 or 30 gal. models with 2 or 4 g.p.m. discharge, 25 ft. $\frac{3}{8}$ " oil and chemical-proof spray hose. No. 6060 single-nozzle adjustable spray gun.



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X indicates times transplanted. S indicates seedling.

25 at the 100 rate; 300 at the 1000 rate.

500 plants, in a variety of not less than 100 each, at 1000 rate. 10% discount on orders of 5000 plants and over.

	Each	Each	
	per 100	per 1000	
Arborvitae, Dwarf Globe,	.80	.15	\$0.14
X, 4 to 6 ins.	.14	.09	
Arbutus, Ghent Hybrids,	.14	.12	
X, 1 to 2 ins.	.18	.17	
XX, 2 to 4 ins.	.25	.28	
XX, 4 to 6 ins.	.35	.32	
XX, 6 to 9 ins.	.40	.39	
Azalea mollis, X, 1 to 3 ins.	.10	.09	
Azalea mollis, XX, 2 to 4 ins.	.14	.13	
Azalea mollis, XXX, 4 to 6 ins.	.25	.26	
Cornus capitata, S, 6 to 12 ins.	.08	.06	
Cypress, Lawson, S, 4 to 8 ins.	.06	.05	
Cytisus scoparius (Scotch Broom), S, 4 to 8 ins.	.06	.05	
Elm, American, X, 4 to 6 ft.	.10	.09	
Euonymus carrierei, X,	.10	.09	
Euonymus coloratus, X,	.10	.09	
Euonymus europaeus, S	.09	.08	
Euonymus fortunei erecta, X,	.06	.05	
Ilex crenata convexa (bulata), X, 2 to 4 ins.	.10	.09	
Ilex glabra (Inkberry), X, 2 to 4 ins.	.14	.13	
Ilex rotundifolia (Mountain Andromeda), XX, 3 to 6 ins.	.14	.13	
Pieris japonica, X, 3 to 5 ins.	.18	.17	
Rhododendron, Hybrid (Grown from seed from red-blooming plants), X, 1 to 2 ins.	.14	.13	
Rhododendron, Hybrid,	.25	.22	
XX, 2 to 4 ins.	.45	.42	
XXX, 6 to 9 ins.	.75	.70	
Taxus capitata, X, 4 to 6 ins.	.16	.15	
Taxus cuspidata, X, 3 to 5 ins.	.15	.14	
Taxus cuspidata, X, 5 to 7 ins.	.18	.17	
Thuja canadensis, XX, 6 to 8 ins.	.22	.21	
Viburnum opulus nana, X, 2 to 5 ins.	.10	.09	

ROOTED CUTTINGS

Out of Sand	Each	Each	
	per 100	per 1000	
Azalea kaempferi, X, flats.	\$0.06	\$0.05	
Ilex crenata, 2 to 4 ins.	.08	.07%	
Ilex crenata convexa (bulata), 2 to 4 ins.	.09	.08%	
Ilex glabra (Inkberry), 2 to 4 ins.	.12	.11%	
Ilex rotundifolia, 2 to 4 ins.	.09	.08%	

Order not less than 25 of a variety. 25 at 100 rate; 300 at 1000 rate.

Terms: Cash with order, and no packing charge; otherwise, 50% payment with order, balance C.O.D. and packing charged. All shipments sent express.

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Send for our catalog on liners and finished stock.

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LINERS

Taxus capitata, Taxus cuspidata, Taxus intermedia, Thuja pyramidalis, Thuja boothii, Thuja elegantissima and other select varieties.

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Trees & Shrubs

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heads are produced on 4 to 6-inch stems for about a month in the summer. *H. alpinum* seems to need more moisture than *H. bombycinum*.

Like *H. bombycinum*, *H. villosum* is worth growing for its foliage alone. In this case, the leaves are covered with fine white fur, which gives the plant a decidedly woolly appearance, and when its large yellow heads, up to two inches across, appear during June and July, the plant is a real beauty. The Cyclopaedia of Horticulture says it may grow to four feet in height, and Hortus says it may grow to two feet, but here in my garden the plant never exceeded fifteen inches, and I suspect that soil rich enough to produce the luxurious growth described in the books would spoil the beauty of the plant. *H. villosum* spreads somewhat, although not like *aurantiacum*, but a rich soil might encourage it to become rampant. However, a lean soil or a position in a wall where moisture is not plentiful resulted in a restrained growth of the plant, which was always lovely with its white wool and was never troublesome.

Producing still another foliage effect is *H. maculatum*, which has leaves that are spotted red and bronze-purple. To achieve the most marked leaf coloring, the plant should be given a lean soil and a position that is at least partly shaded.

Red Phloxes.

While the foregoing note was being written a catalog was delivered which lists and pictures a new red phlox, Spitfire, that drew my attention and may interest readers of the American Nurseryman. This plant initiated a train of thought concerning red phloxes in general and their uses in gardens.

Old-time growers will no doubt recall the first really red phlox, Coquelicot, with its lovely scarlet-red color, and the impression that it made on the gardeners of that day. Some persons may agree with me that it had the clearest color in its class to date, better, I believe, than the later German varieties, such as Hindenburg, Professor Virchow and Baron von Dedem. When I consider the cherry-reds, dark eyes are not a detraction, but in scarlets, orange-scarlets and rosy-reds any suggestion of mauve deadens the brilliance of the color. Unfortunately, many of that class have this defect. The picture in the catalog revealed that Spitfire is not marked by this defect; so I hope that we now have another good clear red.

Any phlox, except perhaps the pure white ones, may easily be over-

[Continued on page 56.]

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Place your order now for shipment when wanted. All stock listed here can be shipped promptly upon receipt of order. Liberally graded, true to name, best quality stock—offered at attractive prices.

YEARLING PEACH TREES

	Each	Per 10	Per 100
1-in. and up, heavily branched	\$1.00	\$8.50	\$75.00
7/8 to 1-in., 6 to 7 ft.	.85	7.00	60.00
11/16 to 7/8-in., 5 to 6 ft.	.75	6.00	50.00
9/16 to 11/16-in., 4 to 5 ft.	.65	5.00	40.00
7/16 to 9/16-in., 3 to 4 ft.	.55	4.00	30.00
5/16 to 7/16-in., 2 to 3 ft.	.45	3.00	20.00
1/4 to 5/16-in., 2 to 3 ft.	.40	2.50	15.00
Belle of Georgia	Golden Jubilee	Rochester	
Brackett	Greensboro	Shipper's Late	
Carmen	Halehaven	Sunhigh	
Crawford, Early	Heath Cling	Summercrest	
Crawford, Late	J. H. Hale	Triogem	
Early Elberta	O'Boy	Valiant	
Elberta	Red Bird Cling	Vedette	
Gage Elberta	Redhaven	White Hale	
Goldeneast			

APPLE TREES

	2-year Buds	Each	Per 10	Per 100
1-in. and up, heavily branched	\$1.05	\$9.00	\$80.00	
7/8 to 1-in., 6 to 7 ft.	.90	7.50	65.00	
11/16 to 7/8-in., 5 to 6 ft.	.75	6.00	50.00	
9/16 to 11/16-in., 4 to 5 ft.	.65	5.00	40.00	
Anoka	Jonathan	R. I. Greening		
Delicious	Jonathan, Dbl. Red	Stayman		
Delicious, Dbl. Red	Lodi	Stayman, Dbl. Red		
Gravenstein, Red	McIntosh	Williams Early Red		
Grimes Golden	McIntosh, Dbl. Red	Yellow Delicious		
Hyslop Crab	Red Spy	Yellow Transparent		
	Rome Beauty	York Imperial		

PEAR TREES

	2-year Buds	Each	Per 10	Per 100
11/16-in. and up, 5 to 6 ft.	\$1.15	\$10.00	\$90.00	
9/16 to 11/16-in., 4 to 5 ft.	1.00	8.50	75.00	
7/16 to 9/16-in., 3 to 4 ft.	.85	7.00	60.00	
Bartlett	Duchess			
Cayuga	Kieffer			
Clapp Favorite	Seckel			

PLUM TREES

		Each	Per 10	Per 100
11/16-in. and up, 5 to 6 ft.		\$1.15	\$10.00	\$90.00
9/16 to 11/16-in., 4 to 5 ft.		1.00	8.50	75.00
7/16 to 9/16-in., 3 to 4 ft.		.85	7.00	60.00
5/16 to 7/16-in., 2 to 3 ft.		.75	6.00	50.00
Abundance	Stanley			
Burbank	Shropshire Damson			
Fellenberg	Red June			

SOUR CHERRY

		Each	Per 10	Per 100
11/16-in. and up		\$1.25	\$11.00	\$100.00
9/16 to 11/16-in.		1.15	10.00	90.00
7/16 to 9/16-in.		1.00	8.50	75.00
5/16 to 7/16-in.		.90	7.50	65.00
Montgomery	Early Richmond			
May Duke	English Morello			

SWEET CHERRY

		Each	Per 10	Per 100
9/16 to 11/16-in., 4 to 5 ft.		\$1.25	\$11.00	\$100.00
7/16 to 9/16-in., 3 to 4 ft.		1.10	9.50	85.00
5/16 to 7/16-in., 2 to 3 ft.		.95	8.00	70.00
Black Tartarian	Napoleon			
Governor Wood	Schmidt's Big.			
Lambert	Yellow Spanish			

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GRAPEVINES

Our Grapes have heavy fibrous root systems, with many lengthy canes at the top. Write for prices on large numbers.

CONCORD (blue), CATAWBA (mahogany),

NIAGARA (white):

	Each	Per 10	Per 100	Per 1000
2-yr., No. 1 grade	\$.25	\$1.75	\$12.00	\$90.00
1-yr., No. 1 grade	.20	1.50	9.00	75.00

AGAWAM (red), FREDONIA (black),

MOORE'S DIAMOND (white),

WORDEN (black):

	2-yr., No. 1 grade	2.00	15.00	...
1-yr., No. 1 grade	.20	1.75	12.00	...

CACO (red), CHAMPAGNE (amber),

DELAWARE (red), PORTLAND (white):

	2-yr., No. 1 grade	2.25	18.00	...
1-yr., No. 1 grade	.25	2.00	14.00	...

ASPARAGUS ROOTS

Our Asparagus roots have made a very good growth this season. We are the largest growers of Asparagus in the country. Write for special prices on large numbers.

Varieties: MARY WASHINGTON, PARADISE

	Per 25	Per 100	Per 250	Per 1000
3-yr., heavy No. 1 grade	\$1.25	\$4.00	\$8.25	\$28.00
2-yr., heavy No. 1 grade	.75	2.50	4.75	16.00
1-yr., heavy No. 1 grade	.60	2.00	3.50	10.00

RHUBARB ROOTS

Varieties: VICTORIA, MYATT'S LINNAEUS

	Per 25	Per 100	Per 250	Per 1000
2-in. cal. and up, forcing grade	\$2.75	\$9.50	\$22.50	\$85.00
1 1/2 to 2-in. cal.	2.00	6.50	15.00	55.00
5/8 to 1-in. cal.	1.25	3.50	7.50	25.00
1/2 to 5/8-in. cal.	1.00	2.50	5.00	16.00

BERRY PLANTS, No. 1 grade

	Per 10	Per 25	Per 100	Per 1000
Thorny Boysenberry	\$1.00	\$2.00	\$6.00	\$40.00
Thornless Boysenberry	1.00	2.00	7.00	50.00
Lucretia Dewberry	.60	1.25	4.00	30.00
Cumberland Raspberry	1.00	2.00	6.00	45.00
Indian Summer Raspberry	1.00	2.00	7.00	60.00
Latham Raspberry	1.00	2.00	6.00	50.00
St. Regis Raspberry	1.00	2.00	6.00	50.00
Sunrise Raspberry	1.00	2.00	7.00	60.00
Blowers Blackberry	1.00	2.00	6.00	40.00
Eldorado Blackberry	1.00	2.00	6.00	40.00

PRIVET HEDGE PLANTS

Our soil and climatic conditions are ideal for the production of good Privet, and we guarantee our stock to be as well grown and developed in grade as any in this country. Write for special prices on large numbers.

CALIFORNIA PRIVET

(Ligustrum ovalifolium)	Per 10	Per 100	Per 1000
1 1/2 to 2 ft., 3 canes or more	\$.85	\$7.00	\$60.00
2 to 3 ft., 4 canes or more	1.00	8.50	75.00
3 to 4 ft., 6 canes or more	1.50	12.50	110.00

IBOLIUM PRIVET (Ligustrum ibolium)

Can be furnished in exact grades and

prices as California Privet listed above.

AMUR RIVER NORTH PRIVET

(Ligustrum amurense)	1 1/2 to 2 ft., 3 canes or more	1.00	8.50	75.00
2 to 3 ft., 4 canes or more	1.40	12.00	105.00	
3 to 4 ft., 6 canes or more	1.80	16.00	145.00	

This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

TRADE PAYMENTS AND DISCOUNTS.

There have been indications from editorials in the American Nurseryman, advertising in the trade papers and lists received in our office that there is already dangerous overproduction in some lines of nursery stock. One can also read in business sections of the daily newspapers that other industries are having some of the same trouble.

Since we nurseryman always have to guess the future and also have to risk the loss of part of a crop, we are bound to risk the hazard of overproduction and also that of under-production. Yet, there is one phase of the business that tends to make surpluses a symptom—a symptom not of a gamble, but of bad business practices. This bad business practice is the antiquated method of paying bills only in June and December. This system is a hangover from the past century and is a very curious one. It is paradoxical that in an industry where turnover is slow, six months are added to the length of time the grower must wait for his money. It really means that the grower is financing the distributor, who is either of two things, a poor financial risk or an old-time, well founded firm taking an unfair advantage of the grower and bluffing him out of his money. The greater the surpluses, the worse this condition will become until either one or the other or, what is more likely, both will suffer financial loss and even bankruptcy.

The grower who sells on these terms is being unfair to his prompt-paying customers, and if he is financially able, he is then also in the banking business, which seems to be a poor combination. If the grower is a little fellow and the terms are enforced, then this is an unnatural business relationship and will eventually disintegrate. No mutually beneficial relationship can develop under such conditions, and this represents shortsighted policy, and any firm that takes a discount on top of all this is just plain impudent.

There can be only two excuses for terms such as these. One is a young firm just starting out, and the other is an established firm in transitory difficulties. In either case a good business relationship can be established on such terms, but if they are con-

tinued beyond the period of difficulty, then it only perpetuates a sick business that has no intention of placing itself on a sound financial basis.

One's credit rating bears little or no relationship to the size of one's business. Little businesses can be good credit risks, and big businesses can be poor ones. The best indicator of the financial condition of any business is the ratio of current assets to current liabilities, and it bears no relation to the inventory. This is the factor any wise investor looks at before he makes an investment. So look at your own ratio, and do not allow it to drop below a 1 to 1 ratio at the period just before you collect. If you do you are overproducing. An intelligent man may overproduce once in a while on a legitimate gamble, for all business is a gamble, but to repeat just invites disaster.

There is, of course, no complete solution to the problem of surpluses in the free enterprise system, for by its very connotation it makes them a probability (kindly do not think I favor any other system, for the planned society is cursed with the

opposite, even starvation), but as far as the nursery industry is concerned, trade-wide terms of two per cent ten days, thirty days net, are the best form of inventory discipline.

E. S. H.

BAMBOO.

We have grown the two hardy types of bamboo, *Phyllostachys aurea* and *P. nigra*, for some years, and although they have many attractive features, we have come to the conclusion that bamboo should be used only rarely in landscape plantings.

Both types are hardy as far north as Washington, D. C. Because of their attractive stems and more or less evergreen foliage, at first thought it would seem they would make an ideal screen or mass planting for certain effects. We were particularly fooled by the fact that rarely does a single root or rhizome establish and take hold. To transplant bamboo successfully it is necessary to take up a sod eighteen inches or more square. Even after transplanting it is usually five or more years before the planting makes a good clump. Our disappointment has come when, after fifteen or twenty years, the clump covers a quarter of an acre or more and, if

EVERGREENS

	Per	Per
<i>Abies balsamea</i> ,	100	1000
4 to 8 ins., seedlings...	\$5.00	\$30.00
8 to 12 ins., seedlings...	8.00	60.00

	Per	Per
<i>Pinus strobus</i> ,		
4 to 8 ins., seedlings...	4.00	25.00
8 to 12 ins., seedlings...	5.00	40.00

Pinus strobus,

	Per	Per
4 to 8 ins., seedlings...	4.00	25.00
8 to 12 ins., seedlings...	5.00	40.00

Tsuga canadensis,

	Per	Per
4 to 8 ins., seedlings...	4.00	25.00
8 to 12 ins., seedlings...	5.00	40.00

All this stock is first-quality, collected material.

Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS
P. O. BOX 352 EXETER, N. H.

"A friendly, efficient sales service"

E. D. ROBINSON
SALES AGENCY
38 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Brothers Nursery Co., Inc.
North-Eastern Forestry Co., Inc.
A. N. Pierson, Inc.
A complete line of well grown hardy plant material
Evergreens and Lining-out Stock

Potted Roses

Two-year, field-grown, budded on Multiflora. Our own northern-grown. Excellent plants, 95c each; \$90.00 per 100.

Ami Quinard, dark red.
Etoile de Hollande, dark red.
McGregory's Scarlet, red.
Killarney, Dbl. White, white.
Mrs. P. S. Du Pont, yellow.
R. E. West, yellow.
Konigin Carola, satiny-pink.
Mrs. W. C. Miller, salmon-pink.

Also a large assortment of Climbers.
Call with your truck.

BROOKVILLE NURSERIES

P. O. GLEN HEAD, L. I., N. Y.
Nursery and Office
Rt. 25A, Brookville, L. I., N. Y.

QUALITY MERCHANDISE AT REASONABLE PRICES

For General List of stock offered, see our display advertisement in the March 1 and March 15 issues.

C. L. VANDERBROOK & SON
P. O. Box 125, Sta. "A"
MANCHESTER, CONN.
Wholesale Nurserymen Since 1922.

SELL

INSECT-O-BLITZ, The Demonstrated AEROSOL QUALITY LEADER because...

INSECT-O-BLITZ IS HIGH PRESSURE AEROSOL FOR HIGH EFFICIENCY

The whole aerosol insecticide principle is based on enough pressure in the bomb to disperse a fine mist of insect-killing material. A true aerosol expels a mist so fine that it spreads through the room, seeking out flying insects wherever they may be hiding. Insect-O-Blitz is just such a HIGH PRESSURE insecticide. We have not and will not put out a low pressure aerosol until we are SURE that it will be as efficient as our present HIGH PRESSURE Insect-O-Blitz.

Display and Demonstrate INSECT-O-BLITZ for Fast Turnover and High Profit!

High Efficiency HIGH PRESSURE Aerosol Insect-O-Blitz in FULL 16-OUNCE containers insures your customers complete satisfaction both for QUALITY and ECONOMY. To cash in on the new 40% Insect-O-Blitz

INSECT-O-BLITZ CONTAINS 16 OUNCES FOR GREATER ECONOMY

The selling price of an aerosol bomb is not the whole story. It's what you get for the selling price that counts. Remember that some aerosol bombs contain 12 ounces and some 16. Insect-O-Blitz contains 16 ounces. So, when you compare prices, compare values ounce for ounce and you'll agree Insect-O-Blitz gives you greater economy.

trade discount, install an Insect-O-Blitz window and counter display. Teach one of your clerks to demonstrate Insect-O-Blitz and watch your Insect-O-Blitz sales increase.



This sales-catching counter display piece is available to all Insect-O-Blitz dealers. Ask your wholesaler or write us for a supply.

CHECK THESE IMPORTANT INSECT-O-BLITZ FEATURES:

- Sturdy Screw-Type Valve...No leaking. Easy to operate. Trouble-free satisfaction for your customers.
- Government Approved...Formulation of 2% Pyrethrum (0.4% Pyrethrins) and 3% DDT combined with High-Pressure Freon Aerosol. Same potent formula used by the Armed Forces overseas.
- Nationally Known...Advertised brand. Insect-O-Blitz is recognized as one of the most effective, trouble-free high-pressure aerosols on the market.
- Full 16 Ounces...Of high-pressure Aerosol in sturdy steel container. Not to be confused with smaller-content, tin beer-can types of low-pressure insecticide bombs.

Trade Discount Increased to 40%.

INSECTICIDE DIVISION

INDUSTRIAL MANAGEMENT CORP.
458 SO. SPRING STREET • LOS ANGELES 13, CALIFORNIA



The BROADWAY PASADENA (California) department store "Displayed and Demonstrated" Insect-O-Blitz with this window display, inside floor displays and a demonstrator. Sales doubled after one week and increased over six times after two weeks of promotion.

INDUSTRIAL MANAGEMENT CORPORATION, Insecticide Division, Dept. Key-5
458 So. Spring Street, Los Angeles 13, California

Please send me full particulars about the Insect-O-Blitz More-Liberal-Than-Ever discounts, and where I may order a supply.

NAME _____

FIRM _____ POSITION _____

STREET AND NUMBER _____

CITY _____ STATE _____

My Firm is (check one) Retailer Wholesaler Jobber Manufacturers Agent

WE WISH TO CONTRACT FOR

We are interested in placing contracts now for the following list of items, delivery to be made either early or late Fall, 1948, as we may desire. Please advise quantities of various items you have to offer and, if you wish, quote your best price.

5000	Abelia Grandiflora.	18 to 24 ins.
3000	Althaea, Dbl. Blue.	2 to 3 ft.
3000	Althaea, Dbl. Red.	2 to 3 ft.
3000	Althaea, Dbl. White.	2 to 3 ft.
1000	Callicarpa Purpurea.	2 to 3 ft.
1000	Kolkwitzia Amabilis.	18 to 24 ins.
5000	Euonymus Alatus.	18 to 24 ins.
5000	Euonymus Alatus Compactus.	15 to 18 ins.
2000	Buddleia Ille de France.	No. 1
2000	Buddleia Red Flame.	No. 1
5000	Colycanthus.	18 to 24 ft.
1000	Cornus Elegansissima.	2 to 3 ins.
1000	Viburnum Opulus.	2 to 3 ft.
2000	Crape Myrtle, Red.	2 to 3 ft.
5000	Deutzia Gracilis.	12 to 18 ins.
1000	Deutzia Gracilis Rosea.	15 to 18 ins.
5000	Deutzia Lemoinei.	15 to 18 ins.
5000	Euonymus Patena.	18 to 24 ins.
4000	Golden Ninebark.	2 to 3 ft.
1000	Honeysuckle, Korolkowi.	2 to 3 ft.
3000	Honeysuckle, Fragrantissima.	2 to 3 ft.
2000	Honeysuckle, Zabeli.	2 to 3 ft.
3000	Honeysuckle, Pink Tatarian.	2 to 3 ft.
1000	Hydrangea P. G. Tree.	3 to 4 ft.
2000	Hydrangea Domotol.	5/6-in. br., No. 1
3000	Hypericum Aureum.	15 to 18 ins.
5000	Cydonia Japonica.	18 to 24 ins.
2000	Jasminum Nudiflorum.	18 to 24 ins.
2000	Kerria Japonica Flore-plena.	18 to 24 ins.
3000	Ligustrum Lucidum Compactum.	18 to 24 ins.
1000	Ligustrum Japonicum.	2 to 3 ft.
2000	Lilac, Paul Hariot.	18 to 24 ins., or 2 to 3 ft.
2000	Nandina Domestica.	18 to 24 ins.
10,000	Privet, Regel.	18 to 24 ins.
2000	Rose Acacia.	2 to 3 ft.
1000	Viburnum Tomentosum Plicatum.	18 to 24 ins.
5000	Snowberry, Chenaulti.	2 to 3 ft.
2000	Spiraea Billardi.	2 to 3 ft.
4000	Spiraea Callosa Alba.	12 to 18 ins.
5000	Philadelphia Aurea.	15 to 18 ins.
5000	Philadelphus Virginicus.	2 to 3 ft.
2000	Viburnum Carlesii.	15 to 18 ins.
4000	Viburnum Tomentosum.	2 to 3 ft.
1000	Viburnum Opulus Nandum.	10 to 12 ins.
5000	Vitex Macrophylla.	18 to 24 ins.
5000	Weigela Rosea.	2 to 3 ft.
5000	Weigela, Variegated.	18 to 24 ins.
5000	Euonymus Radicans.	No. 1, 12 to 15 ins.
5000	Euonymus Radicans Vegetus.	No. 1, 10 to 12 ins.
2000	Honeysuckle, Hall's Japonica.	2-yr., No. 1
3000	Ivy, English.	No. 1
1000	Matrimony Vine.	18 to 24 ins.
5000	Rosa Rugosa.	18 to 24 ins.
2000	Prunus Newport.	4 to 5 ft.
500	Dogwood, Red.	2 to 3 ft.

C. W. STUART & CO.
Newark, Wayne Co., N. Y.

KOSTER NURSERY
Division of Seabrook Farms

Wholesale Nurserymen

BRIDGETON, N. J.



Write for wholesale price list of
lining-out and specimen stock
in better evergreens and shrubs

We Offer—

EVERGREENS—In a large assortment of **PYRAMIDAL** and **GLOBE ARBORVITAE**, **PFITZER JUNIPER** and **YEW**s in grades at attractive prices. **SOME LARGE SPECIMEN EVERGREENS**, **SHRUBBERY** and **SHADE TREES**.

Mail want list for prices.

THE WESTMINSTER NURSERIES
Westminster, Md.

there is a mixed planting or the bamboo grows out of bounds into a different planting, the canes come up all through it. In addition, when the growth is really vigorous the underground runners are likely to extend to as much as ten feet before sending up a cane.

When the bamboo plant takes possession of a place (sometimes a hard winter will cut it back), it is almost impossible to confine it to a desired area. The plant then must be cut down. The underground runners are usually one-half an inch in diameter, making it almost impossible to grub them out, so that the only effective control is to cut down all the actively growing canes in summer. This will weaken the plant, and the next year it will be feeble enough so that it can be killed.

About the only way bamboo can be used satisfactorily is as a screen beside a natural pool or stream. It has no place in the small suburban lot.

I do not know whether or not it would have any commercial use or value in the southern United States. Here in Maryland the canes grow twelve to fourteen feet high and up to an inch in diameter. The subtropical varieties grow much larger. Here it grows either on dry, poor soil or in moist soil beside streams once it has recovered from its slow start.

E. S. H.

PLANT PATENTS.

The following plant patents were issued recently, according to Rummel, Rummel & Snow, Chicago patent lawyers:

No. 793. Plum tree. DeRoss Kellogg, Milford, Conn., assignor to Stark Bros. Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of plum tree, having a similarity to the Compass Cherry plum variety, but distinguished therefrom in respect to the large size of its fruit, superiority of the flavor and good disease resistance of the fruit, hardiness and vigor of growth of the tree, good disease resistance and regularity and productivity of its bearing.

No. 794. Apple tree. Rowland S. Rogers, deceased, late of Bloomfield, Ind., by Everett R. Bridges, administrator, assignor to Stark Bros. Nurseries & Orchards, Louisiana, Mo. A new and distinct variety of apple tree, characterized as to novelty by the bright red striped or streaked coloring of the fruit over yellow ground color; outstanding heavy bearing habit of the tree, producing big crops regularly every year; its earlier ripening period relative to Grimes Golden and Jonathan varieties, and the superior eating quality of the fruit.

No. 795. Peach tree. Fred D. Williams, Porterville, Calif. A new and distinct variety of peach tree, characterized by freestone fruit having a substantially higher coloring, which is predominately a deep reddish color, and an almost total lack of fuzz, both as compared to the Elberta and Fay Elberta varieties, but retaining the rich flavor of the fruit of said varieties and equaling the latter in ability to bear, tree vigor, size of crop, freedom from disease and keeping quality of the fruit.

JOSEPH L. PHILLIPS is starting the Marydell Nursery on six acres at Ellicott City, Md.

Here's proof that RA-PID-GRO can be fed thru the foliage

REFERENCES
State Bank of Farina
Farina, Illinois
First State Bank
St. Peter, Illinois
Effingham State Bank
Effingham, Illinois



Ra-Pid-Gro Corp.
Dansville, N.Y.

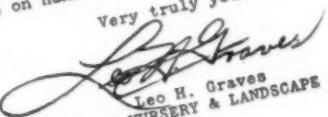
Gentlemen:

Last July we started budding a block of 200,000 Peach Seedlings; after about ten days of one hundred degrees in the shade, the bark began to get tight. We immediately sprayed the foliage to our Seedlings with Ra-Pid-Gro as per directions of and within forty-eight hours the bark began to loosen and the sap continued to stay up until late November.

We also noticed that we got a much darker foliage and from two to four inches more new growth on the trees that had been sprayed than we had on the unsprayed trees, which were budded earlier.

We are now ordering a supply of Ra-Pid-Gro, which we expect to have on hand at all times.

Very truly yours,


Leo H. Graves
EGYPTIAN NURSERY & LANDSCAPE CO.

LHG/deg

For over 30 years, the manufacturer of Ra-Pid-Gro has claimed that plants can be fed through their foliage. This letter is proof of his claims. For huskier, healthier stock, satisfied customers and repeat business use Ra-Pid-Gro.

OWNS AND OPERATES OVER 800 ACRES OF ORCHARDS, FARMS AND NURSERIES

RA-PID-GRO
CORPORATION, DANSVILLE, N.Y.

Write for complete details and prices to

NEW COLORADO GROUP.

Nursermen of the Pikes Peak region met April 3 at the Colorado Gardens & Nursery, 2406 Wood avenue, Colorado Springs, Colo., to organize the Colorado Springs Nurserymen's Association, which has as its purpose the education of homeowners of Colorado Springs to the advantages of consulting a permanent, established local firm for all landscaping needs and for proper care of the grounds after planting.

A. R. Langman, Colorado Gardens & Nursery, was elected president of the new group; Gordon Cumming, Cumming Landscape & Floral Co., Colorado Springs, was elected vice-president, and George A. Vradenburg, Uptown Gardens, Colorado Springs, was named secretary-treasurer.

In announcing the new organization, President Langman said, "It is easy to understand that a nurseryman who has been in business in this city for a number of years, growing and planting nursery stock and caring for it, can advise the homeowner what plant materials will survive best in this locality, where to place them and how to care for them properly. It is a poor investment to buy a tree, shrub or plant that will not grow in this city.

"The local nurseryman or landscape gardener is better qualified to advise proper methods of spraying and pruning and to furnish proper material for fertilizing. Every member of the Colorado Springs Nurserymen's Association will be glad to assist all homeowners in planning or in any other landscape problems that may arise."

Other firms represented in the new group include Winters Greenhouse & Nursery, Dial Nursery and T. G. Holcomb.

SPRING LINING-OUT EVERGREENS

Heavy-rooted Transplants

<i>Juniperus Glauca Hetzi</i>	Per 100	<i>Picea Pungens Glauca</i>	Per 100
4 to 6 ins., X, fr.....	\$30.00	9 to 12 ins., XX, fr.....	\$40.00
6 to 8 ins., X, fr.....	35.00	12 to 15 ins., XX, fr.....	50.00
8 to 10 ins., XX, fr.....	45.00		
10 to 12 ins., XX, fr.....	55.00		
12 to 15 ins., XX, fr.....	65.00		
<i>Juniperus Chinensis Pfitzeriana</i>		<i>Taxus Cuspidata</i>	
8 to 10 ins., X, 2-in. pots.....	35.00	4 to 6 ins., X, fr.....	22.50
4 to 6 ins., X, fr.....	25.00	6 to 8 ins., X, fr.....	30.00
6 to 8 ins., X, fr.....	27.50	8 to 10 ins., XX, fr.....	40.00
<i>Juniperus Horizontalis Plumosa</i> (Andorra)			
4 to 6 ins., X, fr.....	15.00	<i>Taxus Intermedia</i>	
6 to 8 ins., X, fr.....	17.50	4 to 6 ins., X, fr.....	35.00
8 to 10 ins., XX, fr.....	20.00	6 to 8 ins., X, fr.....	40.00
10 to 12 ins., XX, fr.....	22.50		
<i>Juniperus Sabina Horizontalis</i> (Glauca)		<i>Taxus Media Hicksi</i>	
6 to 8 ins., X, fr.....	25.00	4 to 6 ins., X, fr.....	25.00
8 to 10 ins., XX, fr.....	27.50	6 to 8 ins., X, fr.....	35.00
10 to 12 ins., XX, fr.....	30.00	8 to 10 ins., XX, fr.....	40.00
		10 to 12 ins., XX, fr.....	50.00
<i>Picea Albertiana</i>		<i>Thuja Occidentalis Globosa</i>	
9 to 12 ins., XX, fr.....	27.50	4 to 6 ins., X, fr.....	20.00
12 to 15 ins., XX, fr.....	32.50	6 to 8 ins., X, fr.....	22.50

TERMS: NET CASH WITH ORDER.

PACKING FREE.

Immediate shipment.

ELMHURST NURSERIES, Inc.

York and Roosevelt Rds.

EMIL H. MARTENS, Mgr. ELMHURST, ILL. TED W. SMITH, Pres.

CLEANUP SALE

MIXED GLADIOLI. 1 1/4 to 1 1/2 ins.

\$1.50 per 100, \$12.50 per 1000, \$60.00 per 5000 lots.

REGALE LILIES, 5 to 6 ins.

\$5.00 per 100, \$45.00 per 1000, \$200.00 per 5000.

For Counter Sale—FANCY MIXED GLADS

12 in cellophane lithographed bag, 48 bags per carton, \$24.00 per carton. (Retails for from 79c to 98c.)

ASK FOR QUOTATIONS ON OTHER SIZES AND VARIETIES OF LILIES, GLADS, PEONIES, TUBEROSES, etc.

JOHN DIRKMAAT CO., INC., 516 Stevens Ave., Ridgewood, N. J.

MAXWELL, BOWDEN & RICE,

Incorporated
Wholesale Nurseries
GENEVA, NEW YORK
Phone 2974

LINING-OUT STOCK OUR SPECIALTY....

Shade Tree Whips . . . a timely finished product saving 2 to 4 yrs. growing effort . . . excellent variety.

A very complete line of
ORNAMENTAL TREES, SHRUBS
and EVERGREEN SHRUBS,
including many scarce items.

THOMAS B. MEEHAN CO.
DRESDEN, PA.

MUGHO PINE

\$20.00 per 1000
2-year, 2 to 4 inches.

4-year NORWAY SPRUCE

transplants, 8 to 16 inches.
Ideal for understock.
\$90.00 per 1000.

MUSSER FORESTS, INC.
INDIANA, PA.

2,4-D MAY INJURE TAXUS.

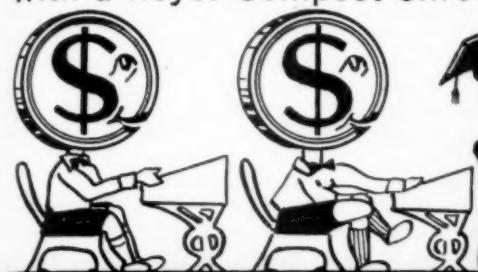
In the article entitled "2,4-D for Spring Nursery Weeds" by Dr. A. M. S. Prichard and Fred J. Nisbet, which appeared in the April 15 issue of the American Nurseryman, the omission of the word "tested" on the part of the authors has given a stronger impression than is called for.

Mr. Nisbet writes that in the passage discussing lack of injury to dormant plants through the use of 2,4-D as a preemergence spray, the phrase should have read: "All species of ligustrum, spiraea, viburnum and berberis and all narrow-leaved and broad-leaved evergreens tested (showed no injury)."

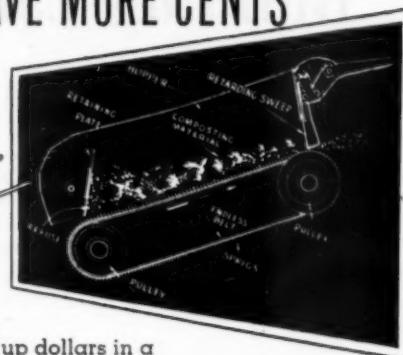
Subsequent to the mailing of the manuscript data were located which

TEACH YOUR MANPOWER DOLLARS TO HAVE MORE CENTS

With a Royer Compost Shredder-Mixer



Blume System Tree Experts, a Houston, Texas nursery, uses a Model NCD-P; 8 to 12 cu. yds. per hour capacity.



Why tie up dollars in a sizable gang preparing compost when a Royer Compost Shredder-Mixer can release them for more productive duties? Only one or two men with a Royer produce all your required compost.

Just shovel compost materials into low wide hopper . . . patented fast moving belt shreds, mixes, aerates, removes trash and discharges fluffy, uniform, pea-sized compost into pile, windrow or truck. Royer-ated compost spreads evenly . . . holds moisture longer . . . yields nutrition to the soil . . . assures healthy plant growth. Many models to choose from—send for Bulletin 46.



ROYER FOUNDRY & MACHINE CO.
182 PRINGLE ST., KINGSTON, PA.

indicated that *taxus* species may be stunted, burned or show both reactions by sprays of highly concentrated 2,4-D. Lack of injury then refers to the species of the named genera that are commonly grown in the northeast and are fully dormant at the time of application of the spray.

TREES DONATED FOR VETERANS' HOMES.

Twelve elm, ash and Chinese tallow trees were presented April 16 to the airport veterans' housing project off Telephone road, Houston, Tex., by Mancill Allen, Mancill Allen Nursery & Clinic, Houston, president of the Houston Landscape & Nurserymen's Association, and were planted in a ceremony attended by chamber of commerce officials and Councilman Phil Hamburger, Houston.

The beautification of veterans' housing projects was undertaken during the city's annual cleanup campaign, intended to make Houston healthier, safer and neater. Sod and grass collected at five fire stations were delivered to other veterans' housing projects as part of the program.

LINING-OUT EVERGREENS

	Per 100	Per 1000
<i>Juniperus horizontalis plumosa</i> (Andorra Juniper), 2-yr., from 2½-in. rose pots.	\$20.00	\$175.00
<i>Taxus capitata</i> (Upright Yew), 6 to 8 ins., 2 yr., from 2½-in. rose pots.	40.00	375.00
<i>Taxus cuspidata</i> (Spreading Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus cuspidata intermedia</i> (Intermediate Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus cuspidata thayerae</i> (Thayer's Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus media andersonii</i> (Anderson's Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus media brownii</i> (Brown's Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus media hicksii</i> (Hicks' Yew), 2-yr., from 2½-in. rose pots.	25.00	225.00
<i>Taxus media</i> (Anglojap Yew), 2-yr., from 2½-in. rose pots. 50 at 100 rate.	25.00	225.00
All prices F.O.B. Milwaukee.	300 at 1000 rate.	Packing at cost.

Samples on request.

BROWN DEER NURSERIES

Operated by

P. O. Box 1747 HOLTON & HUNKEL CO. Milwaukee 1, Wis.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

KOSTER BLUE SPRUCE GRAFTS

Healthy and thrifty grafts, average height 10 to 11 ins., out of 3-in. pots. Shipments made in the later part of May when hardened off.

\$155.00 per 100.

FADDEGON'S NURSERIES

NISKAYUNA, N. Y.

Building Lath Houses

Lath houses are used throughout the country to reduce the intensity of sunlight and thereby lower the temperature. They are especially popular in the southern states, but the protection offered tender plants against sun, wind and excessive evaporation makes them practical in northern latitudes also.

Newer Types.

The durable woods desired for lath house construction have been so difficult to obtain during and since the war that other forms are being used. Southern growers found a boon in the metal camouflage sold as war surplus. This is a heavy netting, on the order of chicken wire fencing, in which strands of steel wool have been interwoven. Some growers question how long this steel wool will last, since it rusts rather easily, and some have sought to counteract its deterioration by dipping or spraying the rolls in order to coat the steel wool before fastening the netting in place. There is the possibility that, when the steel wool has rusted out, either wooden or aluminum laths may be inserted in the netting in place.

Parenthetically, it might be remarked that some growers have been able to buy metal pipe, from the war surplus, to solve the problem of posts and stringers. But such pipe is now hard to find.

Recently there has been offered a product known as Alumalath, a by-product in the manufacture of Venetian blinds. It is a special formula aluminum strip made to withstand all weather conditions. Alumalath may be nailed in place, the same as wood lath, but a special aluminum stringer has been developed so that shutters can be assembled without the use of nails. One nursery firm in California has a considerable area under such aluminum lath, which was described in the April 1 issue of the American Nurseryman.

Wood-frame.

The first step in planning a lath house is to decide what kind of lath is to be used. Plaster lath is used in only small structures, as it is not strong and warps easily. For commercial purposes strips three inches wide are suitable. Lumberyards usually can supply strips two or three inches wide and three-fourths inch thick. These may be cut in desired lengths. Any sturdy wood may be employed, redwood and cypress

being two kinds used quite often for their durability.

The house itself is usually supported on posts of 4x4's or larger timbers, depending on the weight they are to hold. There are several ways of constructing lath houses. One method is to place the supporting posts about sixteen feet apart each way and run 2x4's from post to post, at the top. These stringers may be braced to the posts by 2x4 strips, the upper ends fastened to the stringers about two and one-half or three feet from the post. Rafters are run crosswise over the stringers, and the laths are fastened lightly to the rafters. Careful attention should be given to the weight of the lath so that the supporting rafters will not be overloaded.

The height of the lath house will depend largely on what is being grown underneath. Higher houses provide better ventilation, but must be more strongly braced so that they will not be blown down when strong winds occur. Most commercial lath houses range in height from eight to ten feet.

**50 Years
of growing**
Rhododendrons
Azaleas
Perennials, Roses
All Nursery Items
BOBBINK & ATKINS
E. RUTHERFORD, N. J.
1898 OUR GOLDEN
ANNIVERSARY **1948**



PRIVET and BERBERIS
Splendid Stock
Write for Special Quotations
LESTER C. LOVETT
MILFORD DELAWARE

All wood coming within eighteen inches of the ground should be creosoted to help protect against decay and, in some cases, termites. Setting the supports in a concrete base is desirable where termites are particularly troublesome. Painting or staining the lath house helps to make the material more durable. Drip from some creosote stains, however, has been found to cause some injury to plants in a rainy season.

Sometimes the shade house is boarded solid on the north side as a protection against cold winds, but has the usual slat construction on other sides. Slats are nailed at different intervals, depending on the locality and strength of the sun. In hot climates a latticework is constructed by laying the lath both ways.

For a quickly built lath house or one dismantled where snows are heavy, rolls of snow fencing are used for the lath covering.

Some houses are built in the style of the conventional cloth house, used

The lovely

Yellow
Rose



V for Victory
and other
SUB-ZERO HYBRID TEAS

Large and beautiful as any.
Easy to grow and long to live.
Save replacement expense.
Also Yellow and Orange Climbers.

Write for trade prices to

BROWNELL ROSES
LITTLE COMPTON, R. I.

**GRAPEVINES, CURRANTS,
GOOSEBERRIES and
BERRY PLANTS**

Can also supply Currant
lineouts and cuttings.

Known to the Wholesale Trade
for Small Fruit Plants of Superior
Quality Since 1890.

F. E. SCHIFFERLI & SON NURSERIES
Fredonia, N. Y.

**Trees, Evergreens, Shrubs
Fruit Trees**

Write for Our Wholesale Trade List
W. - T. Smith Corporation
Telephone 2689
GENEVA, N. Y.

LINING-OUT STOCK

Grafts : Cuttings : Transplants

Immediate Shipment

Please refer to our ads on pages 14 and 15 of the **May 1** issue. If you have occasional or regular needs for a good grade of lining-out stock in Evergreens and the better class of Shrubs and Flowering Trees and would like to receive our spring and fall descriptive catalogs, just drop us a card. We sell only wholesale and only to the trade.



JOHN VERMEULEN & SON, Inc.

WESTBURY, LONG ISLAND, N. Y.

Growers of quality lining-out stock since 1921.

for shading flower or tobacco crops, with posts set at fourteen and eighteen feet respectively and heavy No. 6 gauge wire drawn tightly across the tops and anchored well into the ground on the outside of the house. Over these cross wires is stretched snow fencing, which makes an excellent lath house and is easy to install. If snow fencing is not obtainable, lath may be woven by the use of barbed wire as a carrier, as this keeps the lath from slipping one way or the other.

Steel-frame.

Although wood is the accepted material for construction of lath houses, some nurseries in recent years have built houses of pipe-frame construction and find it quite satisfactory. Some nurserymen voice the objection that such construction is too costly, but the advocates point out that pipe is sturdier, practically indestructible and therefore less expensive over a period of years.

The Eastern Shore Nurseries, Easton, Md., have used a pipe-frame lath house for the past eight years and report it still in good condition. The frame is constructed of secondhand pipe, with all joints threaded. Uprights are 2-inch pipe and are embedded in concrete, formed by excavating a hole 12x12 inches and twenty-four inches deep. They are placed on centers ten feet apart each way and are eight feet in height. On top of each upright is threaded a four-way tee, which permits the threading of cross pipes joining the uprights in all four directions. The cross pipes are one inch in size and were threaded by the use of reduction nipples. In threading the four uprights of each 10-foot square section together, every fourth pipe has to be cut in the center, making two

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T. 10 to 15 ins.....	35.00	300.00

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T. 6 to 12 ins.....	40.00	350.00

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Tamarix africana	2.00
Forsythia spectabilis	3.50

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CATALOG you cannot afford
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WONDERLAND NURSERIES
Ellerson, Va.

sections, which are then joined by use of a union. This is necessary because it is mechanically impossible to thread the fourth pipe to enclose the square.

The lath house at Eastern Shore Nurseries is 30x50 feet, but it obviously can be made larger by erecting additional 10-foot sections. For shade were used rolls of lath used for covering frames, sold in rolls of fifty or 100 feet. These rolls were laid over supporting wires, stretched tight and then made firm against the wind by occasional twisted wire clamps. The frame piping was painted with aluminum paint and is in good shape after eight years.

The threaded pipe construction is neat and long-lasting, using no wood, except for the covering laths, and no nail construction, which is a major weak point in the wood-frame type of construction.

The only flaw in the pipe-frame house at Eastern Shore Nurseries was noticed one time four years ago when there was eight inches of wet snow, which did not fall between the laths. Its resulting weight on the house bent some and broke others of the inch cross pipes that provided the support for the laths. This would indicate, perhaps, that a larger-size pipe might be used more successfully. The house was repaired as it was, and the misfortune has not recurred.

SEWAGE AS FERTILIZER.

Used at the rate of twenty tons annually for three years as a fertilizer, sewage sludge was found to be not so effective as cow manure, according to an article from Science and the Land, New Jersey Annual Report, 1944-45, appearing in the Potash News-letter for April, 1948, published by the American Potash Institute, Inc., Lafayette, Ind. When extra potash was applied with the sewage sludge there was little difference in the crop-producing powers of these two types of material. This is, to be expected, since most of the potassium in sewage escapes with the water. Thus, the potash content of the manure averaged nearly 1.2 per cent on the oven-dry basis, whereas that of sludge averaged 0.2 per cent, or only one-sixth as much. The nitrogen and phosphoric acid content of sludge averaged about 1.5 per cent each.

NOW in business as Elmdale Florist, 9545 Chalmers Avenue, Detroit, Mich., U. J. Schutza and William Malec plan to add a line of nursery stock to their business.

OBITUARY

Walter Manning Williams.

Walter Manning Williams, owner and manager of Vogeler's, Inc., nursery firm of Salt Lake City, Utah, died last month at Salt Lake City.

Edward J. Polster.

Edward J. Polster, 85, nurseryman and fruit dealer of Warrenton, Mo., died of infirmities April 13 at the home of a son, Edwin Polster, Brighton, Ill., with whom he had lived for the past four years.

Mr. Polster was a co-owner of the Polster Nursery, Warrenton, until his retirement ten years ago.

Surviving are two other sons, Arthur and Oscar.

Chester A. Krell.

Chester A. Krell, operator of Krell's Landscape Service & Supplies, 7136 Wornall road, Kansas City, Mo., died April 15 at Research hospital at that city. He was 53 years old.

Mr. Krell, who was born at Williamsburg, Pa., moved to Kansas City in 1914. He worked as a landscape gardener for about eighteen years, starting his own business three years ago.

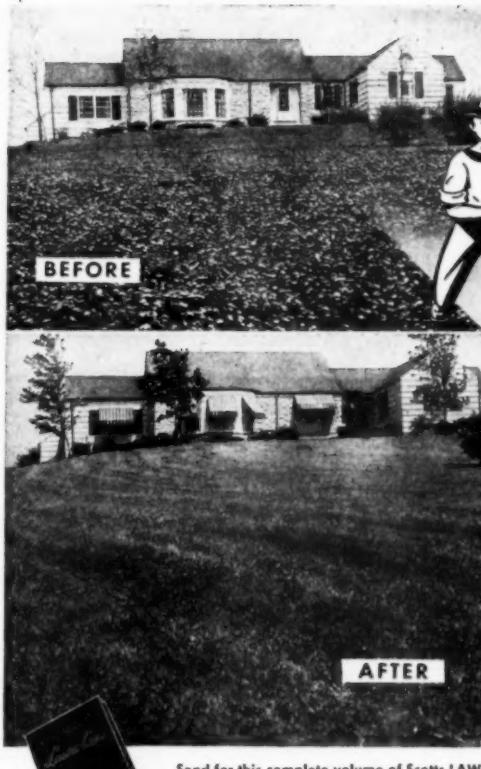
He is survived by his widow; three sons, Lloyd and Willis, Kansas City, and Willard, Galveston, Tex.; a daughter, Mrs. Edith Kessel, Wichita, Kan.; a sister, Mrs. Thurman Smizely, Haskins, O., and a brother, Sam, Phillipsburg, Pa.

ESTATE WILLED FOR SCHOOL OF HORTICULTURE.

The 400-acre W. R. Coe estate, at Locust Valley, L. I., N. Y., valued at \$4,500,000, has been accepted by New York state as a school of horticulture. The will in which the estate was left to New York specified that it be used for training in agriculture and horticulture and that an arboretum be maintained by the state for this purpose.

The Coe estate is one of the outstanding horticultural show places of the country, with 15,000 to 20,000 kinds and types of rhododendrons and azaleas. The collection also includes camellias, wistarias, Japanese cherries and eighty varieties of hibiscus.

THE Meadow Run Nursery, Box 570, R. D. 4, Norristown, Pa., consisting of ten acres, is being started by T. G. Bateman and Richard M. Bateman.



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SOUTHWESTERN NOTES.

The William A. Weber Nursery, formerly at Kirkwood, Mo., has been moved to Lindbergh boulevard, one mile east of Highway 21, Afton, Mo. Mr. Weber has been ill all spring, and the business has been carried on by his son, William, who is associated with him.

The Sarber Nurseries, Topeka, Kan., have constructed a lath house adjoining their office and storage building. The new structure is 20x50 feet with a concrete foundation two feet aboveground, is painted white and is illuminated with electric lights for selling at night, but Mr. Sarber wishes he had made it larger.

S. M. Ross, who bought the Donald Yockey greenhouse, Horton, Kan., does nursery work in addition to his floral business.

The Kansas City Association of Nurserymen met April 13 at Paup's restaurant on Highway 50, Merriam, Kan., for its monthly meeting.

Henry V. Sharp, a nurseryman, has been named park superintendent at Excelsior Springs, Mo.

Jacob Lowe Stryker, 73, a former Kansas state Republican chairman, died in February at Independence, Kan. Besides being a prominent lawyer at Fredonia, Kan., and active in Republican circles in the state, Mr. Stryker operated a nursery for many years.

M. S. White, 5156 Maple avenue, St. Louis 13, Mo., is opening a general nursery and seed firm in addition to a landscaping business.

Virus Disease Program.

A program has been inaugurated in Kansas to control virus diseases of stone fruits. A meeting was called March 2 by J. C. Mohler, state secretary of agriculture, which was attended by Dr. H. C. Hungerford and Dr. Roger Smith, state entomologists; R. G. Yapp and L. A. Calkins, assistant entomologists; George W. Kinkhead, secretary of the state entomological commission, and Dr. William F. Pickett, head of the department of horticulture, Kansas State College. The nursery interests of the state were represented by Arthur E. Willis, Willis Nursery Co., Ottawa, and Ralph Skinner, J. H. Skinner & Co., Topeka. The following program was formulated at the meeting:

Experiment station investigators and nursery inspectors will become acquainted with the symptoms that are characteristic of various virus diseases of peach, cherry, plum and apricot trees.

Particular attention will be given by nursery inspectors to the detection

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Christmas Ferns, \$15.00 per 100 clumps.

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of virus-infected nursery stock and its elimination in nurseries.

Close cooperation will be maintained between the nursery inspectors, the section of plant pathology and the department of horticulture. The plant pathology section will act as a clearinghouse for the diagnosis of virus infections and will aid all of the cooperating personnel in becoming acquainted with specific viruses found in Kansas and learning the symptoms by which virus-infected stone fruit trees or nursery stock may be recognized.

A stone fruit virus garden will be established at Manhattan, Kan. Peach, cherry and plum trees infected with the virus diseases in Kansas will be grown in this garden to serve as an aid to investigators, inspectors and nurserymen in recognizing these diseases.

An isolated planting of virus-free stone fruit trees will be established near Manhattan for the use of Kansas nurserymen as a source of disease-free budwood. The varieties to be included will be determined by the department of horticulture and the Kansas Association of Nurserymen.

Trees in the department of horticulture orchard near Manhattan, Kan., will be used as a source of budwood for Kansas nurserymen, provided the stone fruit trees in this orchard are free from virus disease infection. J. J.

4-H CLUB HOME GROUNDS BEAUTIFICATION CONTEST.

In keeping with its program to promote community improvement projects, the American Association of Nurserymen urged in a recent bulletin that members cooperate with the home grounds beautification contest being sponsored by the National Committee on Boys and Girls Club Work, for which county, state and national awards will be donated by Mrs. Charles R. Walgreen. It was suggested that nurserymen could help materially to make this project increase in size in 4-H Clubs each year by sponsoring additional prizes and lending aid to the 4-H Clubs and county agents in their local communities.

Last year forty-two states took an active part in the program, with a total enrollment of about 80,000 members, and 600 counties in the United States named county medal winners. About the same number of states will conduct the program in 1948. However, the program is not accepted as a state 4-H Club project in Alabama, California, Pennsylvania and Vermont, and associations of



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nurserymen in those states may be able to offer the leadership necessary to establish the contest in those localities.

Any cooperation which a nurseryman may wish to offer the contest on a local level must be cleared with the county extension agent, and any cooperation offered by a state association of nurserymen must be cleared with the state 4-H leaders.

Suggestions for nurserymen who wish to contribute aid include providing speakers for local and county 4-H meetings discussing farmstead design, landscaping, pruning and care of plant materials and arranging tours of 4-H Clubs through nurseries to show how plants are propagated and raised.

The contest is open to 4-H Club members between 14 and 20 years of age who have completed at least three years of 4-H Club work including the current year. The participant must be enrolled in a 4-H home grounds beautification project or activity, must do a good job in his or her project and, before the final reporting date, must submit such records as may be requested by the county extension agent, including maps and photographs of the grounds before and after the work.

COVER ILLUSTRATION.

Parthenocissus Tricuspidata Lowi.

Two scientific generic names have been applied to the Boston or Japanese ivy. In the past this common vine has frequently been listed under the generic name of ampelopsis. Correctly, it is a member of the genus parthenocissus. The common distinction between ampelopsis and parthenocissus is the method of climbing noticeable in the plants of these two genera. Ampelopsis climbs by twining the tendrils, as in the case of the porcelain vine. Ampelopsis brevipedunculata. The members of the genus parthenocissus climb by adhesive disks on the ends of the tendrils, which attach themselves readily to brick or stone.

The Japanese or Boston ivy, Parthenocissus tricuspidata, is probably our most common deciduous vine for climbing on walls. There are two varieties of this species which are often used but are less well known. These are the variety veitchii, which grows more slowly than the species and possesses somewhat smaller leaves. The leaves of this variety are frequently purple when they first unfold in the spring and are often 3-parted rather than lobed.

Less well known is the Low Japa-

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SIOUX FALLS, S.D. DAK.

nese ivy. This variety is much slower-growing than the species or the Veitch Boston ivy, and the leaves are also much smaller. Averaging about an inch in length, the leaves are about as broad as they are long. They are either lobed or 3-parted. The foliage is frequently purplish when it is first produced in the spring, finally becoming more or less an apple-green color.

The Low Japanese ivy is hardy and appears to be tolerant of the considerable dirt and smoke characteristic of city conditions. It is also tolerant of soil type, but is apt to be somewhat disappointing unless transplanted into well prepared, good soil. Poor planting or poor soil frequently causes the plant to establish itself slowly. It may be used in sun or in at least half shade.

The Low Japanese ivy may be used in several ways. It is appropriate for a general wall cover where a less vigorous vine than the species is desired. It is particularly useful adjoining terraces where a small and clinging vine is desired. It is fairly satisfactory as a ground cover, but because of its deciduous habit does not compare with the more common evergreen ground covers such as myrtle and pachysandra. It spreads rather slowly as a ground cover and is subject to some winter injury when fully exposed. The Low Japanese ivy is also of considerable value in covering the bases of birdbaths and sundials, as is illustrated on the cover page.

L. C. C.

W. A. WEBER HONORED BY ST. LOUIS GROUP.

At the April 12 meeting of the Landscape and Nurserymen's Association of Greater St. Louis held at the American Legion Hall, University City, Mo., it had been planned to honor Secretary William A. Weber. Mr. Weber has been seriously ill for some time and was too ill to attend; so the membership adopted a resolution, which was signed by each member and guest present, thanking Mr. Weber for his untiring devotion to the association and the landscape and nursery industry. The adopted resolution, along with a token of appreciation for long and faithful service, was presented to Mr. Weber at his home by a committee appointed by Chairman Fred Larson.

Forty members and guests were present at the opening of the meeting at which Chairman Larson presided. Several color movies taken at the 1948 St. Louis flower show and a newsreel were shown.

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Coming Events

MEETING CALENDAR.

May 18, Plains Nurserymen's Association, Lubbock, Tex.

May 20 to 22, Western Chapter of the National Shade Tree Conference, Santa Barbara, Calif.

June 2 and 3, Eastern Regional Mail Order Nurserymen's Association, Bellevue-Stratford hotel, Philadelphia, Pa.

June 18 and 19, South Carolina Nurserymen's Association, Jefferson hotel, Columbia.

June 20 to 22, Mississippi Florists' and Nurserymen's Association, Hotel Vicksburg, Vicksburg.

June 21 and 22, National Mail Order Nurserymen's Association, Sherman hotel, Chicago, Ill.

July 1 and 2, annual conference and short course in nursery and landscape management, Michigan State College, East Lansing.

July 18 to 22, American Association of Nurserymen, Schroeder hotel, Milwaukee, Wis.

July 20, National Landscape Nurserymen's Association, Schroeder hotel, Milwaukee, Wis.

August 12 and 13, West Virginia Nurserymen's Association, Huntington.

August 19 to 21, Southern Nurserymen's Association, Hotel Russell Erskine, Huntsville, Ala.

August 23 to 25, Texas Association of Nurserymen, Hotel Texas, Fort Worth.

August 23 to 27, National Shade Tree Conference, Schroeder hotel, Milwaukee, Wis.

August 29 to 31, Virginia Nurserymen's Association, Hotel Chamberlin, Old Point Comfort.

October 1 to 3, Texas Rose Festival, Tyler, Tex.

PLAN EASTERN MAIL ORDER MEETING.

Members of the Eastern Regional Mail Order Nurserymen's Association will meet June 2 and 3 at the Bellevue-Stratford hotel, Philadelphia, Pa., for a business conference that will include group discussions concerning retail catalogs, covering fruit trees, small fruits and ornamental plants. Sessions will be held on both days in the south garden on the roof of the hotel, and luncheon will be served at 12:30 p. m. in the garden, after which the afternoon sessions will be opened.

Hotel reservations have been made for single and double rooms for Tuesday and Wednesday, according to G. Hale Harrison, president of the association.

SOUTH CAROLINA DATES.

The South Carolina Nurserymen's Association will hold its convention the week-end of June 18 at the Jefferson hotel, Columbia, according to

John F. Brailsford, secretary-treasurer of the association.

SOUTHERN CONVENTION.

Members of the Southern Nurserymen's Association will hold their annual convention August 19 to 21 at the Hotel Russel Erskine, Huntsville, Ala., according to James A. Stubbs, secretary-treasurer of the association.

TEXAS ROSE FESTIVAL.

Featuring one of the largest exhibitions of field-grown cut roses in the world, the Texas Rose Festival will be held this year from October 1 to 3, Clark Kidd, president of the Texas Rose Festival Association, has announced.

AT NEW YORK GARDEN.

The annual rose growers' day program will be held at the New York Botanical Garden, Bronx park, New York city, June 10, in cooperation with the American Rose Society.

The American Herb Society will

PEACH PITS California Lovell Seeds

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bu.; 100 bu. and up, \$2.50 per bu.

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AMERICAN NURSERYMAN

hold an all-day meeting at the garden June 22.

CALIFORNIA NOTES.

The California Contracting Co. was low bidder for the planting of the Pleasanton Fair and Race Track, Pleasanton.

Paul von Kempf, Pacific Nurseries, Colma, is completing the planting of the grounds of the International House on the campus of the University of California, at Berkeley. The planting was delayed as a result of the weather, which was too dry during the winter and was too damp in the spring.

Planting is nearly completed at the Amling-DeVores Nursery, Pleasanton, which will include about fifty acres of roses mainly for the greenhouse trade. Budding will begin in late June.

R. I. McLellan, of the E. W. McLellan Co., Colma, has been appointed president of the San Mateo

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soil conservation committee. He is also vice-chairman of the county committee for the promotion of sales of United States savings bonds to farmers.

The Oakland Businessmen's Garden Club is planting 10,000 redbud trees along the streets and boulevards of Oakland.

The Washington State Fruit Commission will assess all members \$1 for each ton of fruit grown and shipped. The funds are to be used to support research and promotional activities of the commission.

James S. Kerr, Kerr-Langen Seed Co., San Mateo, lectured at a garden class conducted at the San Mateo Junior College by Miss Margaret W. Truax, Page Mill Nursery, Palo Alto.

Warren Post, lawn specialist, spoke at a meeting of landscape architects of the bay area.

John Coulter, who recently became the owner of the Pennington Camellia Nursery, San Carlos, lectured on pruning the home orchard at San Mateo Junior College.

Several prominent nurserymen in the state were speakers at the seventeenth annual convention of the California Garden Clubs, Inc., at Santa Cruz.

Color breaking in pansies, which has become a problem for many nurserymen in the state, is reported to be caused by a virus disease, according to Dr. Henry H. P. Severin, entomologist at the University of California agricultural experiment station, Berkeley. The only known control is prevention by spraying to check insects, especially aphids.

The San Joaquin Canal Co., which provides water for 155,000 acres on the west side of the San Joaquin valley, has secured permission from the public utilities commission to increase water rates from 75 cents to \$1 per acre for a single irrigation. For general farm irrigation the rate has been raised according to the crop grown; alfalfa is charged the highest rate of \$3.75.

A block of ten acres of deciduous trees at the University of California experiment station has been dug up as a result of Hall's scale. There are only one or two infestations of the scale in the state, and an active program of eradication is under way.

Barring weeds is a new method of weed control. Farmers knock the weeds down instead of disking, thus creating a sod which will not wash or blow away.

Jack Spring is now in charge of the nurseries at the Golden Gate park, replacing Lew Allen, who has retired.

Stephen L. Vistica and his son Donald, of the Stephen L. Vistica

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SANTA ANA, CALIF.

Florist-Nursery & Landscape Service, San Mateo, were featured in a long article appearing in a local newspaper. Their firm was described as one of the most successful and up-to-date establishments in the area. The firm does the designing and contracting of planting for some of the largest private estates in the area.

The snow pack in northeast California, which provides most of the water for irrigation and power as well as for home and industrial uses in the northern part of the state, was reported April 1 to be ninety-seven inches, the third largest in the history of the state. The water content of the snow was 36.2, in comparison to 26.3 last year. Since April 1 more than the normal amount of rain and snow have fallen in the area, and concern over a possible drought no longer exists.

Robert Saxe, garden enthusiast and garden club speaker, is an erica specialist and held a one-man show at Gump's, one of San Francisco's leading art stores.

The California Nursery Co., Niles, held its annual tulip show the week of April 12.

Victor Reider, fuchsia breeder, spoke on "Diversity in the Garden" and urged a more widespread use of native plants at a meeting of the Businessmen's Garden Club of San Francisco.

Mr. and Mrs. Richard Plath, H. Plath & Sons, San Francisco, attended the orchid show at Pasadena while visiting in the southern part of the state.

About thirty nurserymen are attending the course in nursery salesmanship being given by B. Gjerdrum at the San Mateo Junior College night school.

Frosts reduced the Los Angeles county lemon pack to about fifty per cent of normal. Considerable acreages of citrus in the county are due for replacement, and authorities are making careful studies so that they may advise growers as to the kinds to grow, time to set out, prevention of disease and care of the soil previous to replanting.

To insure that the pumping of irrigation water will not be hindered in the future by dry winters, many farmers in the state are installing Diesel-powered engines to replace the electrically driven motors now commonly used.

Nearly 500 acres of figs were removed in Fresno county to be replaced by cotton. Cotton has been extremely profitable in the past few years, while money was lost on figs in 1947.

Orange county is seeking the es-



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Amygdalus rosea nana	12c
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John Holmason & Sons, Props.

Establishment of a 4-year state-supported college.

Dr. Jack Batjer, of Oregon State College, warns persons who are spraying trees and bushes with zinc products to overcome zinc deficiencies that the weather immediately before the spray is applied is an important factor to be considered. He reported that windy weather causes a drying out of the plant water and that under such conditions zinc absorption is

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Small Fruits
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Flowering Trees
Shade Trees
Shrubs
Roses

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Hillsboro, Oregon

faster and greater, possibly causing injury to the plant.

Walnut growers attended a grafting school conducted by L. C. Bernard, county farm adviser, at which a new type of grafting was demonstrated.

The bureau of agricultural economics of the United States Depart-



We pay shipping costs on lining-out stock to all points in the United States, Canada and Alaska. No packing charge is made on either lining-out or balled stock.

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EVERGREENS - Propagators & Growers
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ment of Agriculture expects a drop of five to ten per cent in farm incomes this year. With continued rising costs of all agricultural items, the reduction in net farm income may thus be greater, according to the bureau.

"New Frontiers in Agriculture" was the theme of the annual Cal-Aggie picnic held at the University of California, at Davis, early in April.

The Northern California Greenkeepers' Association is the ninth professional group to have affiliated with the California Horticultural Council.

Donald Perry, who operates the Sunnyside Nursery, San Anselmo, has one of the most attractive and modern establishments in the bay area. The lath house is large and well planted and is arranged for customers' convenience in looking over the plant materials and in bringing material out for inspection or delivery. The garden supply store is bright and well lighted, and the stock on hand is fresh and is kept well dusted and complete. About five miles from the retail outlet Mr. Perry has five or six acres where stock is grown.

A. N. Kasimatis, horticulturist and citrus expert, has become a member of the staff of the agricultural extension service in Kern county, according to Mark Lindsay, county farm adviser.

During the war foreign pests which are injurious to California agricultural stock were intercepted in baggage and souvenirs brought by servicemen returning from the Pacific areas. The latest source of such pests is surplus war goods brought in from these areas. Most shipments are now covered with immense tarpaulins and subjected to prolonged fumigation. After this treatment, the goods are unpacked, examined, cleaned and repacked. They are then held for a certain time for observation before being allowed to proceed to the consignees.

The first known case of orange rust on youngberry plants in California was reported in a commercial planting in San Gabriel valley. The plants were destroyed.

Mistletoe is endangering half of the 10,000 susceptible trees in Kern county, a section of the state where trees are hard to grow. W. B. B.

R. P. JUHNICHEN has sold Aves Blueberry Farm, Puyallup, Wash., but is continuing in the nursery business at Gresham, Ore.

W. E. WIEPRECHT has moved from 1010 Highland avenue, Salem, Ore., to 1266 South Fifteenth street, Salem.

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Cham., laws., elwoodi,.....	Per 100
rooted cuttings, 4 to 6 ins.	\$10.00
Smaller cuttings.....	7.00
250 or more at 6c.	
Juniperus comm., fastigata.....	8.00
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Heathers, 20 varieties.
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1. Large moisture-absorbing capacity.
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3000 RHODODENDRON PONTICUM

Transplants.
In flats, average 4 to 6 ins., 12c each
in lots of 300 or more.

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This beautiful, complete nursery, flower and gift shop. Modern in every detail. Flower shop includes large walk-in box. Nursery has large glass house, three lath houses, storeroom, office, garden supply sales-room and beautiful patio. Located in Redlands on approximately 1 acre. Due to poor health must be sold immediately. Wonderful opportunity in an ideal location in southern California.

REDLANDS WAYSIDE GARDENS & FLORIST
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Ruth T. Davis, Owner
Redlands, Calif.

EFFECT OF DDT ON BLAKEMORE STRAWBERRIES.

Experimental results showing the effect of adding technical DDT to the soil in field plots on the subsequent growth of Blakemore strawberry plants are presented in a paper by M. C. Goldsworthy and John C. Dunegan, which appeared in the April 15 issue of the Plant Disease Reporter, published by the United States Department of Agriculture.

Concentrations of six, twelve, twenty-five, fifty and 100 pounds of technical DDT to the acre (each acre with a 6 2/3-inch profile) were mixed with sassafras sandy loam soil to a depth of three to four inches in field plots at the United States Department of Agriculture plant industry station, Beltsville, Md. The treated soil was planted March 21, 1947. At the end of the growing season, October 30, 1947, the mother and runner plants were harvested, counted and weighed for green weight and dry weight.

The results indicated that there was a significant reduction in the number of new runner plants and in the correlated green and dry weights of the plants when the soil concentration of technical DDT reached a value of twelve pounds to the acre. At increasing dosages the losses were pounds to the acre the number of significantly higher until at 100 plants and the green and dry weight values were approximately half those reached in the 6-pound plot.

This reduction is attributed to the physiological change induced by

FOR SALE — Florists', greenhouse and nursery business in good resort town in northern Wisconsin. Consists of 8 1/2 acres of land on main highway, 4 blocks from town, all fully planted with shrubs, perennials and evergreens; 3 greenhouses, all fully stocked for spring; hotbeds and cold frame; hot-water heat; and new stoker; 40-acre farm, 1/4 mile from town, partly cleared and planted with evergreens; large display room with icebox, fine line of pottery, ribbons and all items for florists' business, 2 large Thermopane display windows, workroom and office, plus office equipment; boilerhouse, potting shed and stock room; large garage and warehouse; 6-room modern house, carpeted with large knotty pine living room, dining room, kitchen on first floor, 3 large bedrooms and bath on second floor. Equipment — 4 trucks, lawn and garden sprayer, soil shredder, 2 Rototillers, Fordson tractor, complete tree surgery and trimming tools, 2 trailers, power drill, power lawn mower, pipe dice and cutter, conveyor and many other items such as shovels, hoes, rakes, etc. Member F.T.D.A. Only florist, nursery and landscape gardeners in town. Gross business, \$60,000.00 per year; can be increased. Price, \$75,000.00; substantial down payment, balance monthly. This is a good-going business and ideal for an ambitious, aggressive young fellow. Reason for selling, death of owner. Write to Box 561, care of American Nurseryman.

DDT upon the root system, which is characterized by a thickening of the main and secondary roots and a loss of the ability to form fibrous roots. As a result of this reduction in root system, the treated plants grew less vigorously, matured earlier and produced fewer runners.

In no case was the toxic action of DDT sufficient to kill the mother plants.

AFTER twenty years' experience as an estate gardener and a nurseryman, Harry Logan has started a nursery at Norwalk, Conn.

THE Edenvale Nursery, located on the Mission San Jose highway about two miles south of Niles, Calif., is now being operated by Mr. and Mrs. F. J. Serpa.

FOR SALE

An unusual opportunity to acquire a profitable going business; 8 acres of fine soil; packing house and cellar; city of 40,000; on main avenue. Price \$15,000; enough salable stock to more than pay this. Cash or 1/2 cash, balance arranged. 2 years' profit could more than pay out. Might consider some kind of partnership. Wish to retire.

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FOR SALE

Well established landscaping and nursery business at Colorado Springs, Colo. Three 50-ft. greenhouses, office, 2-car garage, 4-room, furnished house with full basement, two 1941 Dodge trucks and other equipment. Price, \$22,500.00. Address Box 559, care of American Nurseryman.

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Perennial and bulb grower to locate in our immediate vicinity. Will furnish sales site and acreage on Seattle-Tacoma Highway 99. Also strawberries, rhubarb, etc. are available. Necessary to be fully experienced and furnish trade references. Do not write; come and see it.

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Position as manager wanted by nurseryman well known to the trade. Have been connected with some of the larger nurseries both in sales and production. Prefer wholesale or large retail nursery. Address Box 558, care of American Nurseryman.

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FOR SALE — Established nursery and greenhouse. Good location for florist. For information, write WAYNE SNOW, Old Hickory, Tenn.

MAY 15, 1948

39

SPECIAL ISSUE

A. A. N. PRE-CONVENTION NUMBER

OUT JULY 15-FORMS CLOSE JUNE 25

Full-color covers; full-color advertising inserts; record advertising of supplies, equipment and nursery stock, and special editorial features make this issue a must for advertisers and one prized by subscribers throughout the year, an issue to which they refer again and again as veritable where-to-buy-it directory.

Plan now for conspicuous space in this issue.
Send your copy early.

PROGRAMS AND OTHER ANNOUNCEMENTS IN THE
JUNE 15 and JULY 1 ISSUES.

COMPLETE CONVENTION REPORT IN THE AUGUST 1 ISSUE.

JUNE 15 ISSUE
forms close May 31

JULY 1 ISSUE
forms close June 14

AMERICAN NURSERYMAN

343 South Dearborn St., Chicago 4, Illinois

JULY 15 ISSUE
A.A.N. SPECIAL ISSUE
forms close June 25

AUGUST 1 ISSUE
forms close July 15



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of the
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July 18 to 22, 1948
Schroeder Hotel, Milwaukee, Wis.

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Coral Bells, Bond Street (large, semidouble rose-pink), \$1.00; (large, semidouble salmon-pink) and 2^{1/2}-in. (orange), 2 yrs. in field, compact plants 4 to 5 in., 35c each. Coral Bells, 3-in. pot, 25c each. Can ship anywhere. Light, strong, free packing. *Patented. LEACH'S NURSERIES Riverton, N. J.

30,000 AZALEA TRANSPLANTS
Indica Alba, Mary, Hinodegirl, Alice, Amoena, Hinomayo, Flame, Purple King, Mixed Pink Kaempferi. Very heavy rooted. 14c in 1000 lots, 16^{1/2}c in 100 lots. Packing and shipping extra. DE KALB NURSERIES, Inc. Norristown, Pa.

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Coral Bells, 3-in. pots..... \$2.00 \$180.00
Coral Bells, 1-yr. transplants..... 22.50 200.00
Hinodegirl, 1-yr. transplants..... 22.50 200.00
250 or more at the 1000 rate. F.O.B. Hampton, Va. Cash with order. LE-MAC NURSERIES Hampton, Va.

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Formosa and some other Indica varieties available for immediate shipment. \$6.50 per 100 or \$60.00 per 1000. No charge for packing. FLORIDA NURSERY & LANDSCAPE CO. Box 97 Leesburg, Fla.

AZALEAS.
Pride of Mobile, Formosa, Fishers Pink, Fielders White, 10 to 15 ins., \$30.00 per 100. NATIONAL NURSERIES Biloxi, Miss.

AZALEA TRANSPLANTS.
Azalea mollis, 4 to 8 ins., strong..... \$0.10 SYLVAN NURSERIES Roseville, Calif.

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STRAWBERRY PLANTS — Double inspected, northern-grown Dunlap and Blakemore, 47.50 per 1000, 10,000 up, \$7.00 per 1000. Premier and Bellmar, \$10.00 per 1000. These are young, healthy, fresh-dug plants packed to reach you in good growing condition.

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Latham, 1-yr., No. 1..... \$5.50 \$48.00
Latham, 1-yr., med..... 4.50 34.00
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St. Regis Ever., No. 1..... 5.25 45.00
Cumberland and Logan, black, tips..... 4.00 33.00
HUEBNER NURSERY, Stevenaville, Mich.

STRAWBERRY PLANTS
300,000 Robinson plants. Northern-grown, spring-dug and doubly inspected. \$10.00 per 1000.

PERCY'S STRAWBERRY NURSERIES Kalamazoo, Mich.

BULBS AND TUBERS

DAHLIAS.
Large divisions with live eyes.
MINIATURES.
A. D. Livoni.... \$0.10 Red Cactus.... \$0.15
Bronze Ball.... 10 Springhill Rose.... 15
Fairly.... 12 Storm King.... 10
Gloire de France.... 15 White Fawn.... 12
LARGE FLOWERING
Jane Cowi.... \$0.18 Nasturtium.... \$0.05
F.O.B. Grand Rapids. Cash with order.
FRANCIS W. DU SHANE
2040 Du Shane St., N.W., Grand Rapids, Mich.

CAMELLIAS

TORMEY-GROWN CAMELLIA PLANTS will reach you growing vigorously and will continue their vigorous growth uninterrupted, because they are grown in containers and are shipped in these containers with all of the plant roots protected, intact and undisturbed—this applies to all sizes whether it be plants from 2^{1/2}-in. pots or the larger specimens.

TORMEY'S, TEMPLE CITY, CALIF.

EVERGREENS

ROOTED CUTTINGS, TRANSPLANTED.
(Out of beds) Per 100 Per 1000
Retinospora pia, plumosa..... \$15.00
Retinospora pia, plumosa aurea..... 15.00 \$125.00
Thuja occidentalis, hoveyi..... 15.00 125.00
Thuja occidentalis, compacta..... 15.00 125.00
Taxus cuspidata (spreading)..... 15.00 125.00
Taxus cuspidata (upright)..... 17.50 150.00
Taxus cuspidata media..... 17.50 150.00
Taxus cuspidata brevifolia..... 17.50 150.00

SEEDLINGS

Ampelopsis veitchii, shorts..... 1.50 10.00
Ampelopsis veitchii, 12 to 18 ins. 3.00 25.00
Ampelopsis veitchii, branched..... 7.50
Cyclone japonica, shorts..... 2.00 15.00
Cyclone japonica, 9 to 15 ins. 3.50 30.00
Cyclone japonica, 15 to 21 ins. 7.50
Ulmus americana seedlings, 1-yr. 2.50 20.00
Buxus sempervirens, 3 to 6 ins. 2.50 20.00
Berberis thunbergii, 6 to 9 ins. 3.50 30.00
Berberis thunbergii, 9 to 12 ins. 5.00 45.00
Berberis thunbergii (red-leaved), 3 to 6 ins. 2.50 20.00
6 to 9 ins. 4.00 35.00
9 to 12 ins. 7.50
CUTTINGS AND GRAFTS OUT OF

GREENHOUSE

(Shipment when ready.)
Cornus florida rubra, 2^{1/2}-in. pots..... 50.00
Biota aurea nana (Berckmans), 2^{1/2}-in. pots..... 45.00
Juniperus pfitzeriana, 2^{1/2}-in. pots..... 25.00
Juniperus pfitzeriana, rooted cuttings..... 15.00 125.00
Taxus cuspidata (spreading), rooted cuttings..... 10.00 90.00
Taxus cuspidata (upright)..... 10.00 90.00
Taxus cuspidata brevifolia, rooted cuttings..... 12.50 100.00
Retinospora plumosa, rooted cuttings..... 9.00 75.00
Retinospora plumosa aurea, rooted cuttings..... 9.00 75.00
Thuja occidentalis, rooted cuttings..... 9.00 75.00
Thuja occidentalis, compacta, rooted cuttings..... 9.00 75.00
BROUWER'S NURSERIES New London, Conn. Box 25

LINING-OUT STOCK

Grafted stock, 2^{1/2}-in. May shipment.
Per 100
Acer pal. atrop. 1.50
Acer dis. atrop. 1.50
Cornus florida rubra. 50.00
Pinus strobus nana. 50.00
Pinus cembra. 50.00
Ret. obt. nana gracil. 50.00
Taxa sargentii 1-yr. bedded outside. 50.00
Ilex crenata. Per 100 Per 1000
Ilex crenata. \$30.00 \$275.00

Franklinia alatamaha. 30.00
Juniperus dep. plum. 20.00 175.00
Taxus baccata. 15.00 125.00
Taxus baccata. 17.50 160.00
Taxus cuspidata. 15.00 125.00
Taxus capitata. 25.00 250.00
Taxus brevifolia. 20.00 200.00
Taxus can. stricta. 16.00 150.00
Taxus densa. 16.00 150.00
Seedlings and Transplants. Per 100 Per 1000

Abies douglasii. 4.00 \$35.00

Abies balsamea. 2-yr. S. 4.00 35.00

Cryptomeria Jap. 1-yr. S. 2.50 25.00

Picea excelsa. 2-yr. S. 2.50 25.00

Picea abies. 2-yr. S. 2.50 30.00

Pinus strobus. 2-yr. S. 4.50 40.00

Pinus mughus. 2-yr. S. 6.00 50.00

Pinus mughus. 2-yr. Tr. 7.00 60.00

Pinus strobus. 2-yr. S. 3.00 25.00

Pinus sylvestris. 2-yr. S. 3.00 25.00

Syringa vulgaris. 1-yr. S. 3.00 25.00

Taxus capitata. 1-yr. S. 15.00 125.00

Tsuga canadensis. 1-yr. S. 3.50 25.00

4 to 6 ins. 2-yr. Tr. 7.00 60.00

6 to 9 ins. 3-yr. Tr. 11.00 100.00

9 to 12 ins. 4-yr. Tr. 16.00 150.00

Complete list on request.

VERKADE'S NURSERIES, Wayne, N. J.

LINING-OUT STOCK

From extra-long, healthy cuttings. Per 100 Per 1000

Taxus cusp. 1-yr., 3-in. pot... \$25.00 \$225.00

Taxus cusp. 2-yr., 2^{1/2}-in. pot. 22.50 200.00

Taxus inter. 1-yr., 3-in. pot... 25.00 225.00

Taxus hickl. 1-yr., 3-in. pot. 25.00 225.00

Taxus hickl. 2-yr., 2^{1/2}-in. pot. 22.50 200.00

Thuja occ. pyramid. 1-yr., 3-in. pot. 25.00 200.00

ROOTED CUTTINGS

Strong, 6 to 10 ins. long, healthy rooted.

Taxus cuspidata, 1-yr., 3-in. pot. 10.00 80.00

Taxus cuspidata, tip cuttings. 12.00 100.00

Taxus hickl. 1-yr., 3-in. pot. 12.00 100.00

Taxus hickl. 2-yr., 3-in. pot. 10.00 80.00

Taxus intermedia. 1-yr., 3-in. pot. 12.00 100.00

Thuja occ. pyramid. 1-yr., 3-in. pot. 10.00 90.00

THE COTTAGE GARDENS Lansing 15, Mich.

TAXUS CUSPIDATA (Spreading Yew).

1^{1/2}-in. plant bands, 6 to 12 ins. 2 winters in the greenhouse. \$20.00 per 100, \$180.00 per 1000 at the 1000 rate.

JUNIPERUS HORIZONTALIS PLUMOSA (Andorra Juniper), rooted cuttings, \$10.00 per 100, \$80.00 per 1000.

EUONYMUS RADICANS. Strong, 5-in. rooted cuttings, \$10.00 per 100, \$80.00 per 1000.

MCINNICH GREENHOUSES, St. Joseph, Mo.

AMERICAN NURSERYMAN

EVERGREEN LINERS FOR SPRING

Rooted cuttings, ready now.

Taxus media browni..... \$1.00
Taxus media densa..... 8.50
Taxus media hafeldi. 10.00
Taxus media hickl. 8.50
Taxus cuspidata. 8.50
Taxus cuspidata capitata. 12.50
Taxus cuspidata capitata. 8.50
Euonymus radicans. 1-yr. transplants from outdoor beds, ready now.

Taxus media browni..... 15.00
Taxus nigra..... 15.00
Taxus cuspidata..... 16.00
Taxus cuspidata capitata. 18.00
Packed and mailed free. Cash with order.

SUNNYBROOK FARMS NURSERY Chesterland, Ohio

LINING-OUT STOCK FOR IMMEDIATE PLANTING.

1^{1/2}-in. pot-grown. Per 100

Taxus cuspidata, 6 ins. heavy..... \$25.00
Taxus hickl. 6 ins. heavy..... 22.50
Thuja elegansissima, 6 to 8 ins. heavy..... 25.00
Thuja pyramidalis, 8 to 10 ins. heavy..... 25.00
Thuja pyramidalis, imp., 8 to 10 ins. heavy..... 25.00
Thuja woodwardi, 6 to 8 ins. heavy..... 22.50
Orders accepted subject to prior sale.

2% discount for cash with order.

THE HOLLANDIA GARDENS South Vienna, Ohio

LINING-OUT STOCK.

Per 100

Rhododendron carolinianum, 2 to 4 ins., XX trans. \$15.00
4 to 6 ins., XX trans. 25.00
Taxus cuspidata, 2-yr., 10 ins. 20.00
Taxus capitata, 2-yr. cuttings 10 to 15 ins. 30.00
to 15 ins. 30.00
Taxus hickl., 2-yr., 10 to 12 ins. 20.00
Taxus brevifolia, 2^{1/2}-yr., 4 to 8 ins. 20.00
Free packing for cash with order.

ROCKY RIDGE NURSERY 1321 Bald Hill Rd. Apponaug, R. I.

CANADA HEMLOCK.

10,000; all sizes; clay loam-grown. Will ball perfectly. Your selection at nursery.

18 to 24 ins. \$1.50
24 to 30 ins. 2.00
30 to 36 ins. 2.50
3 to 4 ft. 3.00
4 to 5 ft. 3.50
F.O.B. your truck.

DAVID KANEFF NURSERY State Rt. 275 Marietta, Ohio

ROOTED CUTTINGS FOR SPRING

Per 100

2000 Taxus media browni. \$0.00
2000 Taxus cuspidata nana. 11.00
4000 Taxus cuspidata. 8.50
4000 Taxus media hickl. 15.00
2000 Taxus media hickl. 10.00
7000 Taxus cuspidata nigra. 8.50
Cash with order.

Shipped prepaid immediately.

SUNNYBROOK FARMS NURSERY Chesterland, Ohio.

EVERGREEN LINERS.

Per 100 Per 1000

Juniperus glauca hetzii, 2-in. pots, 6 to 10 ins. \$32.50 \$275.00
Juniperus pfitzeriana, 2^{1/2}-in. pots, 6 to 10 ins. 32.50 275.00
Juniper grafts: Canariet, Dun-dee and glauca, 2^{1/2}-in. pots, 6 to 10 ins. 65.00 550.00
Taxus cuspidata, 2^{1/2}-in. pots, 6 to 10 ins. 25.00 200.00
Shermer Rd., Northbrook, Ill.

GOLF NURSERY

Per Spring Delivery.

Juniperus pfitzeriana 5 to 7 ins. \$20.00 \$175.00
Taxus cuspidata. 7 to 9 ins. 25.00 200.00
Taxus hickl. 8 to 10 ins. 25.00 200.00
Send for our price list for Biota aurea nana, Junipers, Taxus and Arborvitae. Also rooted cuttings for spring delivery. Packing and boxing at cost. Cash with order.

VOGUE FLORAL GARDENS New Lebanon, Ohio

LINING-OUT STOCK, SPRING 1948.

Select items of quality lining-out stock of Evergreens and Shrubs. Rooted Cuttings, Grafts and Transplants for early and late spring shipment. Send for our list and order early.

JOHN VERMEULEN & SONS, INC. Westbury, L. I., N. Y.

EVERGREEN LINERS

Taxus cuspidata capitata, from seeds, twice-transplanted, 9 to 13 ins.

Once-transplanted Taxus, hickl, hickl and cuspidata; Hemlock and Pfitzer Juniper.

Get acquainted with Brookfield Evergreens.

BROOKFIELD GARDENS Delaware, N. J.

Lining-out stock of Azaleas, Rhododendrons and Boxwood.

Write for list of varieties and prices.

LEVICK NURSERY CO. Bridgeton, N. J.

R. F. D. 3

20,000 NANDINAS.

Greenhouse-grown in 2^{1/2}-in. plant bands. Ready to ship at 16c each.

DECATUR NURSERY CO.

Rt. 1, Box 250 Decatur, Ala.

Per 100
\$ 9.00
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BIOTA BAKERI (Arborvitae). Strong rooted cuttings ready for potting. \$50.00 per 100. MITCHELL NURSERY CO. 213 University Dr. Fort Worth 7, Tex.

GARDENIA MYSTERY LINERS From 3-in. pots. \$20.00 per 100. FLORIDA NURSERY & LANDSCAPE CO. Box 37 Leesburg, Fla.

FRUIT TREES

Highly recommended new Minnesota Apple, Prairie Spy, Haralson, Mission, No. 790, Baking Apple, Redwell, Victoria, and Beacon, 5 to 7-ft. heavy trees, in 5 lots, 5¢ each; 10, 70¢ each. Cash. Shipped express collect. Plums: Waneta, Underwood, Sapa, Kahinta, La Crescent, Ember, Felbing, Prize No. 133 and No. 101, 4 to 6-ft. trees, 5 lots or more, 75¢ each. SWEDBERG NURSERY, Battle Lake, Minn.

GROUND COVERS

VINCA MINOR Good, strong, healthy plants, 8 to 12 ins. tall, 8 to 12 vines to a clump. Well packed for shipment. Clumps: \$10.00 per 100; \$95.00 per 1000. SYLVANIA NURSERY & FEAT CO. New Galilee, Pa.

Surplus Stock can be easily and quickly turned into Cash listing it in the American Nurseryman Classified Ads.

HARDY PLANTS

HARDY CHRYSANTHEMUMS These are field-rooted divisions and will give utmost satisfaction for potting for spring resale or lining out.

CUSHION TYPES

	Per 100
Bronze Cushion	\$ 4.00
Pink Cushion	4.00
White Cushion	4.00
Yellow Cushion	8.00
Santa Claus, bright red	4.00

TALLER, CUT FLOWER TYPES.

	Per 100
Acacia, single yellow	4.00
Algonquin, double yellow	4.00
Autumn Light, new bronze	10.00
Clara, Cutleaf, new pink Korean	4.00
Caliph, double red	4.00
Burgundy, new crimson	10.00
Dean Kay, early pink	4.00
Deanna, rose-pink	4.00
Ember, glowing orange	4.00
Habe, early pink Korean	4.00
Irene, white pompon	4.00
Red Kristina, large Korean	4.00
Little Bob, bronze pompon	4.00
Mrs. Morgan, double chestnut	4.00
Ouray, bronze pompon	4.00
Purple Jewell, deep purple	4.00
Pygmy Gold, golden-yellow	4.00
Bob, Brydon, garnet-red	8.00
Sappho, purple yellow	4.00
Sophie, early white	4.00
Sept. Bronze, early pompon	6.00
Viking, huge red Korean	4.00

NEW HARDY ENGLISH TYPES

	Per 100
Alabaster, large white	10.00
Alfreton Beauty, amber-gold	12.00
Border White, large snow-white	12.00
Bronze Buttercup, large	8.00
Coppelia, bright red	10.00
China Gold, quilled petals	8.00
Conqueror, rich crimson	10.00
Challenger, bronzy-red	10.00
Crimson Buttercup	8.00
Eldorado, unique yellow	12.00
Prairie, mauve-pink	8.00
Golden Double, deep gold	10.00
Gold Standard, blue yellow	10.00
Gladiolus, chestnut-red	10.00
Hoopoe, large old rose	12.00
Hillcrest, Red, crimson	10.00
Indiana, rich crimson	10.00
Mrs. Don McIvor, yellow	12.00
Mrs. T. Guthrie, large chestnut	12.00
Rose Princess, salmon-rose	10.00
Petunia, petunia-purple	12.00
Vulcan, brilliant crimson	10.00
Reveller, India-red	8.00

SPECIAL OFFER: 100 of the above English, 10 varie a ~~varie~~ selection, \$9.00, sent prepaid.

NE. CUSHION MUMS

Papoose, Th. 1st year offered. A rich wine red and low growing. Ideal pot plant for fall sales.

Rooted cuttings, \$10.00 per 100. Champion cushion, red-bronze, new. Rooted cuttings, \$6.00 per 100.

Major cushion, bright pink, new. Rooted cuttings, \$7.00 per 100.

25 of a variety at 100 rate.

Minimum, 25 of a variety.

Write for prices on field clumps.

ELKHART NURSERY CO.

Elkhart 1, Ind.

PERENNIALS

New and Standard Kinds.

A most modern and complete selection.

New Wholesale List now ready.

Send for your Free Copy Now.

CARROLL GARDENS

Westminster, Md.

HARDY GARDEN CHRYSANTHEMUMS— \$1.00 per 10, \$10.00 per 100, 25¢ each.

Aglow, Algonquin, Autumn Greetings, Autumn Sunlight, Avalanche, Aviator, Barbara Small, Betty, Bonfire, Calcite, Chas. NYC, Chrysanthemum, Dahlia, Day, Dean Ahura, Dean Kay, Drifted Snow, Early Bronz, Early Wonder, E. A. Wander, Echoes, Exeter, Fireglow, Glaciol, Glowing Coals, Golden Treasure, Harbinger, Harmony, Heatherbloom, Heartfire, Irene, Lavender Lady, Lavender Lassie, Little Eskimo, Mandalay, Morning Glow, Mrs. Du Pont, North Star, Olive Longland, Orchid Spoon, Pigmy Gold, Pink Radiance, Pohatcong, Pomponette, Primula, Red Bank, Red Gold, Red Hussar, Red Riding Hood, Robert Brydon, September Cheer, September Dawn, Sequoia, Serene, Sienna, Simbs, Southwind, Stalwart, Sunapee, Sundance, The Chief, The Moor, Violet.

Allegro, Appleblossom, Autumn Lights, Autumn Glory, Brilliant, Bronze Gold, Bronze Pyramid, Butterball, Burma, Catherine Colins, Clara Jameson, E. A. Guest, Eureka Giant, Genna, Glittering Hills, Golden Salmon, King Midas, Late Rose, Lola, Maroon 'n' Gold, Margaret Ann, Miss Lace, Murmurs, Nanook, Orange Cluster, Oriental Glory, Pink Glow, Pink Profusion, Rapture, Red Button, Salute, Tussore, Twilight, Valiant, Wild Wonder, White, Yellow Dot.

ENGLISH VARIETIES—\$1.00 per 10, \$10.00 per 100, 25¢ each.

Alabaster, Assurance, Border White, Bronze McLeod, Buttercup, Cerise, Challenger, Chester Castle, China Gold, Crimson Buttercup, Crusader, Cyril Coleman, Daffodil, Don Juan, Eldorado, Elite, Enticelle, Flashlight, Gladiator, Gold Standard, Hector, Hillcrest, Red, John Baxter, Hunter, Jean Harlow, Juanita, Leda, Mayland Dame, Mrs. Don McIvor, Mrs. J. Findlay, Mrs. T. Guthrie, Nellie Ridgeway, Orange Glow, Polly, Rose Princess, Samia, Ritchie, Sybil, Westbourne, Yellowown.

SPIDERS—\$2.00 per 10, 25¢ each.

Bess Witt, Kay Tashima, Mrs. Jerry Craig, Okhwan.

CUSHIONS—\$1.00 per 10, \$8.00 per 100.

Apricot Glow, Bronze Cushion, Champion Cushion, Pink Cushion.

Please include a few second choices.

MCINNICH GREENHOUSES, St. Joseph, Mo.

We have a good supply of our usual, extra fine Delphiniums for sale this spring. These plants can be shipped at once as we have a considerable quantity in storage. They will be packed with our famous packing system.

DELPHINIUM SEEDLINGS

Per 1000

	Per 1000
Chinese	\$ 5.50
Chinese Blue, Mirror	3.50
Blackmore & Langdon Hybrids	4.50
Vetterle & Reinelte Pacific Hybrids, color group:	4.50

Dark Blue Lavender and Pastel Light Blue

Mixed Shades

\$5.50 per 100; \$51.25 per 1000.

Price per 25 is 30% of 100 price. 100 price may be used when 250 or more of one variety or color are ordered.

2-YEAR SELECTED DELPHINIUMS

Vetterle & Reinelte Pacific Hybrids, named varieties:

Camelopard, Guinevere

Galahad Series Lancelot

Summer Skies

\$10.00 per 100; \$95.00 per 1000.

Price per 25 is 30% of 100 price. 100 price may be used when 250 or more of one variety or color are ordered.

Send for a copy of our new spring catalog just off the press.

RICHARDS GARDENS

"Old Homestead" Brand Plainwell, Mich.

HARDY CHRYSANTHEMUMS

Strong potted stock from 2 1/2-in. pots.

25 varieties, 2 each.... \$ 6.00

25 varieties, each.... 11.00

25 varieties, 10 each.... 25.00

50 varieties, 2 each.... 12.00

50 varieties, each.... 25.00

50 varieties, 10 each.... 48.50

With for our wholesale list.

RECK'S GARDENS, Montgomery, Ohio

CERTIFIED PLANTS.

Day lilies: Serenade, 50¢; Imperator, 25¢;

Modesty, 25¢; Double Kwanse, 25¢; Ribbon Grass, 12 for \$10. Dahlia, \$10.00 per 100.

Bird's-foot Violets (pedata), mixed, \$3.00 per 100. Mammoth White Violets, \$5.00 per 100. Labeled Iris, \$5.00 per 100. Shipped after blooming.

SPARKMAN'S GARDENS

Rt. 1 Scottsboro, Ala.

HARDY CHRYSANTHEMUMS.

Upright and Cut Flower Types

	Field Divisions	Per 100
Algonquin, fine double yellow	\$4.00	35.00
Apollo, Kor., bronze and red	4.00	30.00
Astrid, Kor., pink	4.00	30.00
Caliph, D. tall dark red	4.00	35.00
Crimson Splendor, Kor. L. red	4.00	30.00
Ember, yellow, yellow pompon	4.00	35.00
Ember, bronze, Late cutter, D. bronze	4.00	35.00
Evelyn, pink and yellow, D. pink	4.00	35.00
Goblin, late, D. bronze	4.00	35.00
Goblin, D. pink	4.00	35.00
Jean Treadway, D. pink	4.00	35.00
Kristina, Kor., red	4.00	35.00
Mrs. P. Du Pont, D.	4.00	35.00
peach cutter	5.00	40.00
Sept. Bronze, bronze pompon	4.00	35.00
Siegfried, yellow daisy	4.00	30.00
Viking, red daisy	4.00	30.00

Cushion and Low Types

	Per 100
Achievement, pink and yellow	4.00
Autumn Lights, bronze and red	4.00
Bronze Cushion	4.00
Dean Kay, pink	4.00
Little Eskimo, white pompon	4.00
Mari, Miles, peach and red	4.00
Pink Cushion	4.00
Pygmy Gold, yellow button	4.00
Red Cushion, Santa Claus	4.00
Sept. Cloud, white pompon	4.00
Sunny Boy, yellow button	4.00
White Cushion	4.00
White Gull, white pompon	4.00

25 of a kind at 100 rate, 250 at 1000 rate.

For larger quantities, write for prices stating your wants. Also for prices on field-grown clumps.

NAGLE'S NURSERY

Benton Harbor, Mich.

This stock is heavy and well rooted, 1-yr. field seedbed, 2-yr. transplanted.

Per doz. Per 100

	\$ 8.00
Alyssum saxatile Compactum	...
Aquilegia—Columbine chrysanthra Silver Queen	10.00
Clematisiflora Hybrids	1.00
Longisilene Star	12.00
Mrs. Scott Elliott's strain	10.00
Antibe rosea	3.00
Campanula—Perennial Sorts punctata	14.00
rapunculoides, very good perennial	8.00
Chrysanthemum September Jewels	12.00
Delphinium—Pacific Giants (Vetterle & Reinelte), Round Table Series, Knights and their Ladies truly show stock	14.00
Linus album pale blue	8.00
Monarda Primrose	15.00
Phlox Thor hardy	8.00
Phlox subulata rosea	8.00
Brilliant	8.00
Physostegia rosea	8.00
Pyrethrum—Robinson's Giant Hybrids	2.00
Veronica spicata, various shades	8.00
Shrubs—Cotoneaster acutifolius, 4 to 5 ft. 45¢ each; Lilac Villiosa, 4 to 5 ft. 45¢ each.	
Specimen Evergreens. Tell us your needs. We have a late, dormant season and can usually dig at safety up to June 1.	

J. J. NICARD NURSERY

Tip of Bark Point Herbster, Wis.

GYSOPHILA BRISTOL FAIRY. Grafted, 3-in. pots, \$30.00 per 100.

DELPHINIUM FIELD SEEDLINGS. August-sown, fresh-dug stock. Packed upright and well ventilated. Prompt shipment.

Belladonna Imp. \$27.00 per 1000.

Pacific Hybrids, mixed, \$36.00 per 1000.

Pacific Hybrids, named varieties: Galahad, white; Guinevere, lavender; Summer Skies, light blue.

\$5.00 per 100; \$45.00 per 1000.

2-IN. POTTED STOCK

Per 100

	\$ 8.00
Euonymus coloratus	8.00
Deutzia gracilis	8.00
Deutzia lemoinei	8.00
Ivy, Hahn's	10.00
Kerria Jap. floreplena	10.00
Vincis minor, Bowles	8.00

FIELD DIVISIONS.

Achillea Perry White

Ageratum, E. celsi

Helianthus Riverton Gem

Physostegia Rose Spire

STRATFORD GARDENS, Delaware, Ohio

HARDY, FIELD-GROWN PERENNIALS.

Hardy Asters, pink or violet, \$10.00 per 100.

Hardy Ageratum, (Eup. celsi) Blue

Mistflower, \$3.00 per 100. Cash, please.

PAVNE DAHLIA FARMS

Rt. 5 Kansas City 3, Kan.

HARDY PLANTS—Continued

HARDY ASTERS.

	Per 100	
Countess of Dudley, clear pink.	9 ins.	
Marjorie, deep pink, 12 ins.		
Nlobe, best white, 6 ins.		
Victor, lavender-blue, 9 ins.		
Beachwood Challenger, red.		
24 ins.		
Field clumps	\$2.00	\$15.00
Field divisions		5.00
Artemisia Silver King.		
field div.		6.00
Aster Adorable, Improved		
Harr. Pink.		
Field clumps	2.50	20.00
Field divisions	1.20	8.00
Daisy Shasta Supreme.		
field div.		5.00
Daisy, White Swan, field div.		5.00
Gyp. repens bogmarr. field plants	2.00	18.00
Liatris Sept. Glory, 2-yr. bulbs.	1.50	12.00
Primula Colossal, 2-in. pots.		12.00
25 at the 100 rate; 250 at the 1000 rate.		
1000 rate is 8 times 100 rate.		
ELKHART NURSERY CO.		
Elkhart 1, Ind.		

GERBERAS.

Offer No. 1.

Our regular strain of Gerbera divisions, well known locally to our customers. Better than 60 per cent red shades. A very good Gerbera, in full-size divisions, priced at \$11.00 per 100. Ready now.

No sales less than 100 plants.

Offer No. 2.

This season we are able to offer growers and nurserymen, who want something better and choice in Gerberas, the "Hessey Improved" Double.

We believe this to be the finest florists' Gerbera, much in demand as cut flowers by the retail florists, for their large-size blossoms and long stems. One-year plants, priced at \$17.00 per 100. Ready now.

No sales less than 100 plants.

L. E. COOKE CO.

110 Vista St., San Gabriel, Calif.

1-YR., STRONG, FIELD-GROWN PLANTS.

Per 100 Per 1000

Russell Lupine, mixed	\$5.00	
Hibiscus, mixed	4.00	
Linum, blue	3.50	\$25.00
Gypsophila paniculata, white	3.50	25.00
Lathyrus (Fernleaf Sweet Pea), mixed	5.00	

2-YR. TRANSPLANTED.

\$1.50 per 100; \$12.00 per 100.

Sedum spectabile; Campanula carpatica, mixed; Phlox R. P. Struthers, rose-carmine; Phlox Mary Louise, white; Chrysanthemum Clark Curtis, pink.

NOVOTNY GARDENS

Osage, Iowa

HARDY PERENNIALS, twice transplanted, 1 yr. old. No old divisions. Field-grown. Will bloom this year.

Aster Erikkat; Anchusa; Carnations; Aquilegia Crimson Star, Scott Elliott's, blue coerulea and Golden Yellow.

S. J. COOK NURSERY

Dunkirk, N. Y.

GYPSOPHILA BRISTOL FAIRY

Strong, well rooted, grafted pot plants. Per doz. Per 100 Per 1000

2 1/2-in. pots	\$3.00	\$20.00
25 at the 100 rate; 250 at 1000 rate.		

BLUE ACRE GARDENS

David L. Guenther, Prop.

R. R. No. 2, Box 162 Piqua, Ohio

HEAVY, GREENHOUSE-GROWN, 2 1/2-IN. PERENNIALS. Pacific Hybrid Delphinium (6 colors), G. Marconi, Dierer's Double and Conqueror Shasta Daisies, Mrs. Scott Elliott Columbine, Grenadin Carnations, Robinson's Pyrethrum, etc. \$10.00 per 100. Free list. RIEMENSNIIDER'S GARDENS, Sandwich, Ill.

HARDY CHRYSANTHEMUMS

Send for our 1948 price list.

Cultural notes on cut flowers and pot plants.

C. C. BREECE

Rt. 2 Delaware, Ohio

PHLOX SUBLATA ROSEA. Strong divisions, \$3.00 per 100, \$25.00 per 1000. Cash with order, please.

FLORAL HILL GARDENS

R. F. D. 2 Belle Vernon, Pa.

HARDY FERNS. \$6.00 per 100. Ostrich, Clayton, Lady and Maidenhair.

STRAND NURSERY CO.

Taylor Falls, Minn.

PACHYSANDRA TERMINALIS. Strong, 1-yr., field-grown. \$85.00 per 1000.

HILLCREST GREENHOUSES

Franklin, Pa.

Increase your business

by offering needed

stock and supplies

through the Classified Ads.

SEEDS

SEEDS

Taxus Cuspidata

We offer new crop direct from Japan. Let us know the quantity you require.

AMERICAN BULB CO.

1335 W. Randolph St.

Chicago 7, Illinois

PERENNIAL SEED SPECIALTIES—We save seeds of hundreds of kinds at our nurseries. Catalog on request.

REX D. PEARCE

Dept. N. Moorestown, N. J.

PEACH PITTS for planting. Southern collected; high germination. Small, about 5000 seeds to a bushel, \$3.50; medium, 5000 to a bushel, \$3.00.

RIVERDALE NURSERIES, Riverdale, Ga.

SHRUBS and TREES

ROOTED CUTTINGS, WHOLESALE ONLY.

Cupressus allumii

Per 100

\$10.00

Juniperus stricta

10.00

Juniperus plumosa aurea

10.00

Andorra Juniper

10.00

Upright Yew

12.00

Screwpine Yew

12.00

Norway Spruce, 4-yr. s.dgs.

18.00

Red Spruce, 4-yr. s.dgs.

18.00

Irish Juniper

18.00

Globe Arborvitae

18.00

American Arborvitae

18.00

Pyracantha

18.00

Hemlock, 12 to 18 ins. from seeds

18.00

Red Cedar, 12 to 18 ins. from seeds

18.00

Weeping Willow

6.00

Forsythia spectabilis

6.00

California Privet

3.00

Pussy Willow

3.00

Red-bar Dogwood

5.00

Hydrangea, P.G.

5.00

Bush Hydrangea

10.00

Weigela, Ever. Bathke, red

5.00

Weigela, pink-flowering

5.00

Deutzia, white-flowering

5.00

Mock Orange (Philadelphia)

5.00

Silver Maple, 1-yr. s.dgs.

5.00

Norway Maple, 1-yr. s.dgs.

5.00

Kindly send cash with order.

Plenty of large evergreens, flowering shrubs, shade trees, azaleas and fruit trees at very low prices for man that can haul them in his own truck. Also half-rotted oak leaves, \$16.00 per ton. I only ship out bare-root stock by mail or express.

WILLIAM E. WENTZELL

Cattell Rd. Wenonah, N. J.

Per 1000

Berberis thunbergii, 2-yr. s.dgs., T.

(\$ field rows)

\$ 6.00

Berberis thunbergii atropurpurea, 2-yr.

s.dgs., T. (field)

80.00

Cornus kousa, 3-yr. T., 18 to 24 ins.

(field rows)

250.00

Pieris japonica, 2-yr. T., 4 to 6 ins.

250.00

Rosa rugosa, white and red, No. 1, 6

to 8 ins.

100.00

Rosa rugosa, No. 2, 3 to 8 ins.

80.00

Taxus cuspidata, spreading, 3-yr. T.

300.00

Taxus cuspidata, spreading, 2-yr. T.

200.00

Taxus cuspidata, upright, 2-yr. s.dgs.

150.00

Taxus media hicksii, 1-yr. T.

30.00

Taxus media hicksii, 2-yr. T.

250.00

Thuja occidentalis nigra, 2-yr. T.

250.00

Thuja occidentalis pyramidalis, 2-yr.

grafts, 2 to 2 1/2 ft.

500.00

Viburnum dilatatum, 1-yr. s.dgs.

45.00

Acer palmatum grafting size, \$20.00 per 100.

\$100.00 per 1000.

Samples Viburnum dilatatum and Taxus

upright on request.

BOULEVARD NURSERIES. Newport, R. I.

LINING-OUT STOCK. Per 100

Musko Pine, 2-yr. S, 2 to 6 ins.

.... \$4.00

Berberis thunbergi

2-yr. S, 8 to 9 ins.

4.50

3-yr. S, 9 to 15 ins.

6.50

Berberis thunbergii atropurpurea.

2-yr. S, 8 to 9 ins.

6.50

TRASPLANTS. Per 25

White Spruce

8-yr. XX, 12 to 18 ins.

\$18.75

9-yr. XXX, 18 to 24 ins.

37.50

Chinese Elm, 1 to 1 1/2-in. caliper.

6 to 8 ft.

43.75

Saccharum Maple

5 to 7 ft., collected.

18.75

5 to 7 ft., collected.

25.00

U. S. Hwy. 31 Kenosha, Wis.

California Privet, 2-yr. row-run, 2 to 5 ft.

heavily branched, \$6.00 per 1000. Write for quantity prices and delivery arrangements in our truck. No shipping.

Per 100

French Lilacs, 1-yr. grafts.

\$25.00

winter grafts.

15.00

Per 1000

Calif. Privet, 7-in. hdwd. ctgs.

.... \$ 2.50

Biotia Orientalis,

1-yr. s.dgs., 3 to 5 ins.

20.00

1-1 transplants, 6 to 12 ins.

60.00

EVERGREEN ACRES

Middletown, Del.

LINING-OUT STOCK Per 100 Per 1000

Berberis thunbergi, graded to

13-in. heavy plants.

.... \$ 2.50

.... \$ 30.00

Lonicera bella alpina, 1-yr. C.

7.00

Lonicera New Red, 1-yr. C.

8.00

70.00

Pachysandra terminalis, 2-in.

pot

13.00

120.00

THE COTTAGE GARDENS, Lansing 15, Mich.

VEGETABLE ROOTS

WASHINGTON ASPARAGUS.

2-yr. \$2.00 per 100. \$15.00 per 1000.

1-yr. \$1.25 per 100. \$10.00 per 1000.

NAGLE'S NURSERY, Benton Harbor, Mich.

VINES

GRAPEVINES.

Per 25 Per 100

Frederonia, black, 2-yr., No. 1. \$2.25

Niagara, white, 2-yr., No. 1. 3.25

Niagara and Frederonia, 2-yr.

No. 2. 2.50

Concord, blue, 1-yr., No. 1. 2.25

Concord, white, 1-yr., No. 1. 2.50

Ask for prices on quantity lots, also other grades and varieties, and other fruit plants.

HUEBNER NURSERY Stevensville, Mich.

4618 Calvert St. Lincoln, Neb.

MISCELLANEOUS

SUPPLIES

PROPAGATING KITS FOR GROWERS

Again available for propagating benches in the following units, all glass, with roller, thermostat, pilot lamp, all-glass thermometer and long-life HEATSUM CABLE, the product of 13 yrs' research in our greenhouses.

Unit Sq. Ft. Wattage Voltage Length & Price

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MINNESOTA WHITE CEDAR FLATS.
 12x16x2 1/2 \$18.25 per 100
 12x16x2 1/2 22.00 per 100
 14x20x2 1/2 26.00 per 100
 Other sizes quoted on request. Also crating and other lumber. Aspen and Pine. F.O.B. Cook, Minn. Attach check.
 H. C. HILL & SONS, Cook, Minn.

NURSERY REQUISITES.
 Budding, Grafting Supplies, "TRE-TEX," Hydrometers, Hygrometers, Magnifiers, Pruning and Spraying Equipment, Ladders. Catalog on request.

Since 1900

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 Flora Dale (Adams County), Pa.

HIGH NITROGEN HORTICULTURAL PEAT
 Unexcelled for soil-improving work. Used by leading growers for a quarter century. One 3-bushel bag, \$1.25; 10 bags, \$11.15; 25 bags or more, \$1.00.

COLBY PIONEER PEAT CO., INC.
 Hanlontown, Iowa

GIBRALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks. 6 ft. wide; 50 ft. \$13.75; 100 ft. \$26.00; 150 ft. \$39.00. NEW AMSTERDAM IMPORT, 122 Chambers St., New York 7, N.Y.

WEED MOWER
 Cuts weeds, grass, brush and 6-in. trees. Light weight, low price.
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PRINTING—Letterheads, Billheads, Statements, Cards, Envelopes, Tags, Blotters, Folders. Samples sent.
 J. GARLAND HILL, Dept. A, Seaford, Del.

DECIDUOUS VINES.

[Concluded from page 13.]

The greenish-yellow fruits borne by the female plants are edible.

Another twiner with edible fruits is *Akebia quinata*. These fruits, however, are not of much importance. The reason for planting akebias is for the sake of the half-evergreen foliage and the loose, open covering which it may give to small pillars and screens. This is different in effect from the eye-proof screen created by the overlapping leaves of the Dutchman's-pipe, *Aristolochia durior*, which is also a twining plant.

The bittersweets are also twining plants. Because of stockier growth and often more shrublike habit, most of the commercial stocks of bittersweet plants are of the Oriental species, *Celastrus orbiculata*. Its berries are borne on small side branches, which means that when it is allowed to grow as a tall ranging vine, the fruits may not become showy until after the leaves fall. On the other hand, the fruits of the native *Celastrus scandens* appear in exposed terminal clusters. Thus, there are good grounds for regarding the native species as the better plant for a high climber.

A frequent difficulty with bittersweets arises because of their somewhat complicated sex life; the sexes are in separate flowers. Both kinds of flowers may appear on the same plant or on separate plants. This means that all-male plants and isolated all-female plants will not bear fruits. So far as the Oriental species is concerned, nursery stocks grown from cuttings seem always to fruit well.

Some climbers work themselves up

by roots, notably the trumpet vines. Obviously, such a plant has no place on a wooden structure, although trumpet vines are probably not so destructive of architectural fabric in their root action as the English ivy, which given time enough, can destroy a masonry wall. The chief injury which this or any other vine can cause to a wooden building is that it may shut out the sun, which will give rot organisms a chance to thrive.

The most common trumpet vine is *Campsis radicans*, which is represented in cultivation by varieties having red flowers, such as *C. r. atropurpurea*, or yellow flowers, such as *C. r. flava*. In fact, one of the current plant novelties is a yellow-flowered trumpet vine being merchandised under the name of Yellow Trumpet. Another desirable garden form is the hybrid *Campsis tagliabuana* Mme. Galen, with flaring flowers set well apart in the clusters.

Another native root-climbing vine is the somewhat tender, slow-growing *Decumaria barbara*. This southern plant is suitable for shaded woodland spots where the air is moist. It has glossy leaves and feathery clusters of fragrant white flowers.

The well known Virginia creeper is an example of a vine which clings to walls, tree trunks and hedges by holdfasts on the ends of tendrils. For a more refined form of this shade-tolerant plant, there is the Engelmann creeper, *Parthenocissus quinquefolia engelmanni*.

Two varieties of the Boston ivy, or Japanese creeper, are much more appropriate to the garden in aspect. One is the much-planted *Parthenocissus tricuspidata veitchii*, still often erroneously cataloged as *Ampelopsis veitchii*. Boston ivy has proved itself satisfactory under city conditions. As with any other clinging vine set to climb a wall, climbing will start only with young growths. Any woody top growth which may be on the plant at setting time will not fasten itself to the masonry. For a much thinner covering with much smaller leaves, there is the so-called geranium creeper, *Parthenocissus tricuspidata lowii*.

For tendril climbers there are two garden-worthy species of the true ampelopsis. One is the monkshood vine, *Ampelopsis aconitifolia*, which has cut-leaved foliage and does not form a dense screen. Its fruits change from blue to orange in the process of ripening. A stronger-growing species is the porcelain ampelopsis, *A. brevipedunculata*. It, too, is shade-tolerant and has grape-like leaves and a variety of fruit col-

ors, lilac, green, turquoise or whitish. *Ampelopsis b. elegans* is a variety with smaller, silver-variegated leaves.

Perhaps the most common tendril climber and the one traditionally most worthy of the name of vine is the grape. Almost any grape at all has ornamental usefulness. Anyone who has noticed such wild grapes as *Vitis labrusca* growing over roadside trees and bushes can appreciate the garden value of grapes. Also, there are such features as the fragrance of the male flowers of such species as the riverbank grape, *Vitis riparia*. In addition to the cultivated varieties and the native species, there are such introduced ornamental kinds as *Vitis coignetiae*, the glory vine, whose foliage assumes a bright autumn coloration.

TWO NEW LOCATIONS
 OF DUTCH ELM DISEASE.

One case of the Dutch elm disease has been found at Kansas City, Mo., and three have been found at Denver, Colo., according to an article in the April edition of the Kansas City Star newspaper. A report on the Dutch elm disease, a faster killer than phloem necrosis which has destroyed several thousand trees at Kansas City in the past seven years, was made by Dr. R. R. Whitten, entomologist at the United States Department of Agriculture experiment station, Columbus, O., who stated that the four new cases are the first to be discovered west of St. Louis, Mo.

Dr. Whitten's group has made Kansas City one of its laboratories on phloem necrosis, and trees in five areas of the city have been sprayed in the past three years.

While the spread of the Dutch elm disease is difficult to stop once it starts, Dr. Whitten predicted that DDT and constant vigilance may bring new success in combating the disease.

THE Garth Avenue Nurseries are a new retail nursery firm at 900 North Garth avenue, Columbia, Mo. C. W. Nichols and Joe Smith, of Nichols Florist, Columbia, Mo., are president and business manager, and Hartley T. Richardson is vice-president of the new firm.

J. F. LITTLE, who graduated in horticulture at Kansas State College a year ago, recently became manager of nursery sales and landscape planting for the Colonial Gardens, Winnetka, Ill. Frontage of 100 feet has been leased adjoining the store on the south and is being prepared for a sales lot, to replace that operated a block south.

New Books and Bulletins

MAKE ADS THAT SELL.

Not often is a mimeographed publication reviewed in this column, but the dozen legal-size sheets that make up "How to Make Your Own Ads That Sell," by J. H. Slingerland, Box 528, Wheaton, Ill., seems quite worth its price of \$5 to the retail nurseryman who must write his own advertisements. It was written this year by an advertising man who spent fourteen years with Montgomery Ward & Co., working on copy problems of various departments. He was called on to reverse the declining sales trend of the nursery department of the mail-order firm, with the notable results generally known. He studied the nursery business, operates a small nursery of his own and now has his own advertising business. He has spoken before several nurserymen's organizations, with enthusiastic reception of his talks.

In concise, hard-hitting fashion he sets forth the few fundamentals for the nurseryman who must write his own advertising copy. He describes the pattern, fashions the framework, in which the nurseryman, directing his thinking along prescribed lines, can perform his own work. The rules are few and simple; the nurseryman must do his own copy work, but the way is straightly laid out.

ROSE GUIDEBOOK.

A handbook for growers which provides information on all phases of rose culture has been prepared by Dr. R. C. Allen, executive secretary of the American Rose Society and formerly assistant professor of floriculture at Cornell University. "Roses for Every Garden" offers assistance and inspiration to rose fanciers in its essentially factual chapters, which are supplemented by numerous drawings illustrating techniques of rose culture and thirty-two handsome color plates.

Intended "to strip rose culture of its complications and to emphasize only those practices essential to success," the 218-page volume presents its material in a plain, nontechnical manner, offering a thorough resume of bush and climbing roses, with many lists of varieties by color classification and use, including hybrid teas, polyanthas and perpetuums; shrub, old-fashoined, miniature and tree roses, and large-flowered and everblooming climbers.

Other chapters discuss rose planting for the novice; soil, with regard to acidity and alkalinity, planting

time and distances; care of roses, with emphasis upon fertilizer, watering and mulching; pruning, with numerous diagrams; the eight common insects and the four most prevalent diseases, and culture for Florida, the Gulf area, arid regions and California, with directions for propagation, hybridization and exhibiting. Interesting suggestions are given for using roses in arrangements, as decorations, in cooking and to make rose beads and potpourri. A glossary of rose phraseology and an index are included at the back of the volume.

"Roses for Every Garden" is the first book to be honored as a selection by the National Council of State Garden Clubs, Inc., and is published by M. Barrows & Co., Inc., New York city, at \$3.50.

SMALL FRUIT CULTURE.

A revised edition of "Small Fruit Culture," first published in 1934, has been prepared by Dr. J. S. Shoemaker, head of the department of horticulture, Ontario Agricultural College, Guelph, Ont., Canada, who has incorporated a great amount of new material, including new varieties and new insecticides, such as DDT. Emphasis is placed upon the mulching of bramble fruits, currants, gooseberries and cultivated blueberries, and new information is pre-

sented on the frozen-pack preservation of berries. Such factors as hardness and the causes of winterkilling of raspberries are explained. New material on youngberries, boysenberries, vinifera and muscadine grapes, various types of blueberries and improved methods of culture and new practices for irrigated sections are also included.

A textbook for a full course on small fruits in colleges and in vocational schools offering agricultural courses, the 433-page illustrated volume is also a practical guide for field work. It incorporates the newest developments of interest to growers, besides presenting detailed descriptions of various districts in which special data are applicable. Chapters have been devoted respectively to the culture of grapes, strawberries, bramble fruits, currants and gooseberries, blueberries and cranberries. A bibliography of references and an index are included at the back of the book, which is published by the Blakiston Co., Philadelphia, Pa., at \$4.

PLANT DISEASES.

A second edition of K. Starr Chester's book, "Nature and Prevention of Plant Diseases," has recently been released and contains much new ma-



Get Bigger, Better Crops

Test your own soil expertly—quickly learn how much nitrogen, phosphorus and potash it needs for every crop—whether soil is acid or alkaline (pH). No waiting for reports—no knowledge of chemistry needed—no exacting measurements.

A Sudbury Soil Test Kit is more important than all your sprayers, tractors and tools. Assures bigger crops from every bench and plot, more varieties, higher market prices. It saves money often wasted on wrong analysis, fertilizer . . . which may even injure valuable crops.

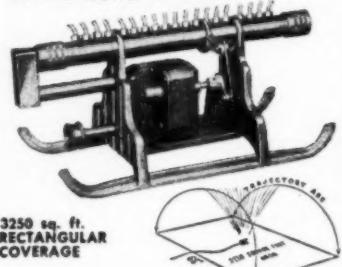
Used by gov't. departments, market growers, florists, estates. Fine hardwood chest—every thing for hundreds of tests. Full instructions—pay for itself in a year. Order C.O.D. \$22.50 plus express (or send \$22.50 and we'll prepay express). Money-back guarantee.

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Dealers Write for Special Offer

ORDER
FROM
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ACME Shower Queen
"RAINS OVER ALL"

300 GALLONS PER HOUR FALL LIKE Rain



3250 sq. ft. RECTANGULAR COVERAGE

Designed for Golf Greens — Now Available

for Domestic and Commercial Use!

The Shower-Queen design, construction and action in distributing water in a natural rain-like manner prevents rivulets, puddles and "bleeding"—as water is aspirated as it is thrown into the air and broken up into drops. Trouble-free, centrifugal hydraulic motor operates oscillating shower bar. Simple hand adjustment regulates operating trajectory. Sled type runners for easy moving. 14 1/2" long x 6 1/2" wide x 6 1/4" high. Positively guaranteed.

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MAY 15, 1948

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material, with the addition of thirty new illustrations. The text presents an up-to-date study of plant diseases, and extensive revisions of seed treatment and spraying and dusting of crops have been included. Latest developments in control practices are incorporated into the second edition, and numerous diseases which were only briefly discussed in the first have been considered in greater detail.

This book is a technical textbook, written principally for students taking an elementary course in plant pathology. However, it is valuable also for those seeking a general view of plant disease problems of today. It contains 224 illustrations and is published by the Blakiston Co., Philadelphia, at \$5.

CHEMICAL FERTILIZERS.

Intended primarily for the layman, "Chemicals, Humus and the Soil" by Donald P. Hopkins discusses the need for chemical fertilizers in maintaining the fertility of the soil. The 358-page volume includes concise information as to which soil conditions and chemical fertilizers are most suited for certain crops, including roots and tubers, grasses, clovers and fruits.

The relationship of manures, compost and chemicals as fertilizers is elucidated, and the correct way in which chemicals should be used to insure the best results in gardening and farming is demonstrated. The volume presents a logical, simplified discussion of the relative merits of manures and chemical fertilizers which should prove valuable in clarifying the misunderstanding concerning the use of compost and manure as opposed to the use of chemical fertilizers.

An appendix containing practical information regarding crop needs, a bibliography of textbooks, technical and general books and an index are included at the back of the volume, which is published by the Chemical Publishing Co., Inc., Brooklyn, N. Y., at \$8.50.

ECOLOGICAL READJUSTMENT.

Intended to decrease the present rate of devastation of the soil resulting from certain agricultural practices, "The Earth's Face and Human Destiny" by Dr. Ehrenfried Pfeiffer discusses landscape and its relation to the health of the soil and demonstrates ways in which modern man may achieve an ecological harmony between himself and the landscape in which he lives. Presented in a manner that is intelligible to the layman and supplemented with photographs,

TAT C-LECT
kills crabgrass . . .
without harming
delicate turf!



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LAWN SPECIALIST'S MANUAL

See how this new type of lawn service can fit into your operating picture. These selective chemicals are applied with ordinary spray equipment. Treatments are effective at all crabgrass stages, from seedling to mature plant. The season extends from Spring to Fall. Manual gives full details and pricing plan.

Selective killing of CRABGRASS in lawns, parks, golf courses, and cemeteries now opens up a new and profitable sideline for Nurserymen. With nationally advertised TAT C-Lect or other concentrated O. E. Linck compounds, especially prepared for the bulk user, you can now offer a sure-fire lawn service covering crabgrass, weeds, and fungus, that will be welcome news to the homeowner, greenkeeper, or caretaker. The field is wide open . . . demand is great.

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MODERN MANAGEMENT Specializing in Nurseries, Greenhouses and Seed Houses

RAISE PRODUCTION of workers as much as double; INCREASE WAGES and REDUCE COSTS of operations through wage incentives.

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An invention that protects your shrubbery from the menace of destructive corrosive action caused by dogs. Makes the dog's visit so uncomfortable that he keeps away, yet is so constructed that it will not harm the dog. The SHRUB-GARD is a unit of steel spring wires that are flexible and will not tear clothing or passersby. Each SHRUB-GARD has three prongs and covers approximately two and one half linear feet.

Harmless to dogs or humans.
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Price \$3.00 per dozen retail.
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The agricultural ethyl ester form of the original 2.4D. Miscible in water or cyclic oils. For the hard-to-kill weeds.

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Agricultural Chemicals Division, Ambler, Pa.

the 183-page volume warns that if man continues to upset natural balances his natural environment is doomed to decay, death and non-support of its population. Treating such important questions as the balance between industry and agriculture and that between the urban and the rural, Dr. Pfeiffer lays the foundations for complete regeneration of the age by showing the errors of the barren countries whose soils have ceased to support their populations.

Included in the chapter topics are landscapes; problems of the plains, mountains and woods; urban civilization; industry and the landscape; park and garden, beauty and utility; basic biological principles; our past, present and future shaping of environment, and landscape consciousness and man's responsibility.

A bibliography and an index of the agricultural products and factors discussed appear at the back of the book, which is published by the Rodale Press, Emmaus, Pa., at \$2.75.

EARTH'S GREEN CARPET.

The ideas inspiring the work of the late Sir Albert Howard are told in popular view by his wife, Louise E. Howard, herself an authority on agricultural problems, in "The Earth's Green Carpet," recently published by the Rodale Press, Emmaus, Pa., at \$3. To most nurserymen the theme of the book is fairly well known as organic farming and gardening.

The basis of the thought in organic gardening is the natural process of plant life. In the field and forest undisturbed by human activities the decaying vegetation of the surface soil supports new plant life. As farming is undertaken, the partnership of the animal is stressed, deriving its food from plants and supplying by manure the fertilization of the soil for plant production. Hence the emphasis on organic manures and compost heaps, and the condemnation of deep plowing and chemical fertilizers.

The book describes in broad outlines the natural processes that have given rise to this school of thought, written for the uninformed layman. Appendixes give some account of the Indore process developed by Sir Albert Howard and present some instructions as to the preparation of compost heaps for farm and garden.

NUT GROWERS' REPORT.

The proceedings of the thirty-eighth annual convention of the Northern Nut Growers' Association,

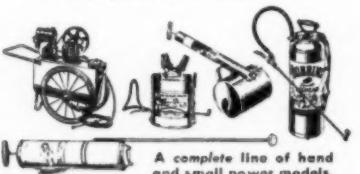
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held September 3 to 5, 1947, at the Ontario Agricultural College, Guelph, Ont., Canada, are recorded in the 130-page annual report, which has been issued recently by the association. In addition to papers on cultural aspects of nut growing in various sections of the country, presented by horticulturists affiliated with government experiment stations and universities and by members of the trade, the illustrated bound volume includes a record of the business sessions.

FEDERAL LIST OF INTERCEPTED PLANT PESTS.

A 56-page report of plant pests intercepted during the period July 1, 1945, to June 30, 1946, inclusive, on plants and plant products entering United States territory has been issued by the bureau of entomology and plant quarantine, United States Department of Agriculture. Covering the thirty-third year for which interception lists have been published, the report summarizes the records of insect pests and plant pathogens found on plants and plant products imported, offered for but refused entry, held as ships' stores and hence not offered for entry through customs, offered for entry for immediate export or for immediate transportation and exportation in bond and in domestic shipments between Hawaii and Puerto Rico and the mainland.

Of the insect interceptions taken on air-borne material, a few of the disease organisms specifically determined but not recorded in the United States are, however, known to be important parasites of their hosts in foreign countries. While totals for plant disease interceptions on air-borne material are not large, they serve to illustrate the disease-carrying possibilities of plant materials brought to this country by air transportation.

BULLETINS RECEIVED.

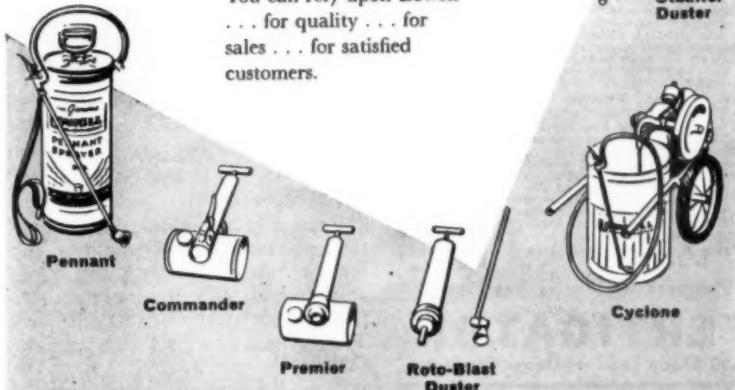
"Virus Diseases of Plants," which has been issued as circular bulletin 208 by Michigan State College agricultural experiment station, East Lansing, includes material from an address presented by Dr. L. O. Kunkel, of the Rockefeller Institute for Medical Research, before the Annual Fruit Growers' Conference January 13, 1947, at Michigan State College. Intended to explain the complexities of viruses and to detail some of the extensive and valuable research work that has been done and is being done in this field, the 20-page illustrated bulletin presents the more important



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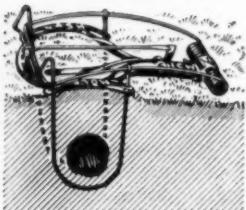
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established facts regarding the nature of virus diseases of plants, with special reference to horticultural crops. The material should be of much value not only to fruit growers but also to nurserymen and florists.

"Plant Propagation for Florida Homes" by John V. Watkins has been issued by the Florida department of agriculture, Tallahassee, to acquaint gardeners with recent scientific developments influencing practices of propagating ornamental plants. Emphasis is placed upon the more difficult species of azalea, bougainvillea, camellia, hibiscus and holly in the rarer varieties, which are in considerable demand. The 52-page illustrated bulletin discusses propagating cases, irrigation, rooting media, cuttings, budding and grafting, division, multiplication of bulbs, layering, seedage, stratification and the management of growing plants. An alphabetical list of recommendations for the propagation of ornamental plants appears at the back of the book.

A register of new fruit and nut varieties, list No. 3, compiled by Reid M. Brooks and H. P. Olmo, University of California, Davis, has been reprinted from the Proceedings of the American Society for Horticultural Science, Volume 50, 1947. The 20-page bulletin includes revisions of lists 1 and 2 and presents information regarding the origination and characteristics of 144 varieties of fruits and nuts.

A list of new fruit varieties originated and introduced by the Missouri state fruit experiment station, Mountain Grove, Mo., has been issued as station bulletin No. 33. Representing selections from 3,774 apples, 1,169 peaches, 328 plums and 2,992 grapes, the 16-page list includes descriptions of seven new apples, seven new peaches, ten new plums and twelve new grapes with diagrams showing parentage.

Results of a preliminary study of tree plantations in Oklahoma, presenting relative survival by species and factors affecting survival, are included in technical bulletin No. T-29, which has been issued by the Oklahoma agricultural experiment station, Stillwater. Prepared by M. Afanasiev, the 28-page illustrated bulletin includes findings from three representative areas in the state and considers such factors as precipitation, soil texture and survival of species in relation to the area.

Experiments conducted to determine the relative advantages of various methods of propagating blueberries in Washington state are re-

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ported in bulletin No. 488 of the State College of Washington agricultural experiment station, Pullman, "Rooting Blueberry Cuttings," by C. D. Schwartz and Arthur S. Myhre. Tables and charts illustrate results obtained with both hardwood and softwood cuttings when such factors as propagation structures, rooting media, hormones, bottom heat and handling of cuttings are considered.

FLORIDA MEETING.

[Continued from page 8.]

When heated the metal of this round boiler-type machine turns a cherry red, and this heat is reflected from this metal uniformly unless a reflecting fin should be out of balance. Generally speaking, there is no waste of heat on other crops, and the machine reaches maximum heat in four minutes. It is both easily assembled and easily dismountable. About seven to twelve gallons of kerosene per hour per acre are needed, and Mr. Trimble's machine gives about one to one and a half million B.T.U. per acre hour. Mr. Trimble stated that the cost of materials for his machine was about \$400. He has now been trying a machine manufactured by the Evans Products

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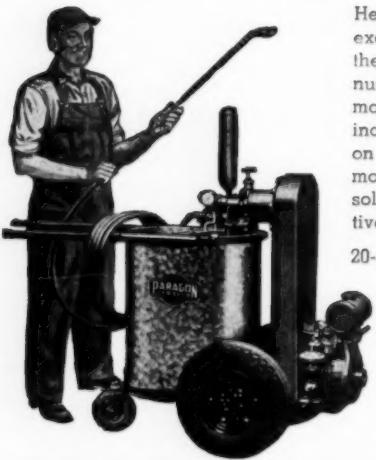
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Co., which is expected to be in production this fall. The cost of operation is low, since infrared rays sent out by the machine do not heat the atmosphere but are absorbed by plant tissues, with a resultant warming and raising of temperatures of leaves, stems and flowers.

Originally the machine was designed for use on strawberry crops, but was later adapted to grove crops and is now being tested for use on citrus crops. Mr. Trimble used his machine a number of times the past winter and stated that it has already more than paid for itself. It was determined that the cost of operation was less than that for using smudge pots. Smudge pots also require a breeze for good effect, while the device supplying radiant heat works best when there is little wind velocity. By means of applying radiant heat to his crops from this machine he was able to protect a field of roses with less than a fifteen per cent loss in January. When used on a crop of azaleas when the temperature was 17 degrees above zero, he experienced a sixty per cent saving on his crop.

An illustration showing a model of this machine made at Michigan State College, an oil-burning type similar to that constructed by Mr. Trimble, is printed on this page. Because of the interest in Mr. Trimble's talk, a number of nurserymen went to see the machine in operation in the evening.

Using New Insecticides.

In a talk on general practices with new insecticides, Dr. M. Bellows, Hector Supply Co., Miami, pointed out that before applying any insecticide or fungicide one should first definitely identify the pest to be controlled and then take the best effective control. He stated that price of an insecticide is determined not by the quantity in the container alone, but on the percentage of active ingredients in the insecticide, which is indicated on the container.

All the insecticides and fungicides discussed were organic compounds. Though a remarkable formula, DDT has been highly overrated by the public press, Dr. Bellows said. Effective concentrations for control of worms, beetle webworms and mosquitoes can be accomplished with DDT and five per cent to ten per cent prepared dusts, or two pounds fifty per cent wettable powder to 100 gallons of water or emulsions of one quart twenty-five per cent DDT in 100 gallons of water. He warned, however, that DDT will burn a few crops such as squash and melons. Analogs

MAY 15, 1948

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of DDT, methoxychlor, methoxy DDT and DDD, commercially known as Rhothane, he recommended for the control of the same pests. They can be used as a dust in three, five or ten per cent strengths or two pounds fifty per cent wettable powder in 100 gallons of water. As one of the most effective aphicides, even though it has a bad odor which is transmitted to starch and vegetables, he recommended benzene hexachloride. It is also good for control of thrips, mole crickets, army worms, avocado lace bugs and particularly good on chinch bugs, which are a considerable problem on St. Augustine grass lawns in Florida. He recommended a prepared dust of one per cent and one and one-half per cent gamma isomer or two to three pounds of seventeen per cent wettable powder per 100 gallons of water.

A compound called isotox, which he said was the same as benzene hexachloride with the odor removed which made it somewhat more expensive, is effective on the same pests. It can be used as one or one and one-half gamma isomer prepared dust or one pound twenty-five per cent wettable powder per hundred gallons of water.

Dr. Bellows recommended Chlor-dane for chinch bugs, mole crickets, most worms, grasshoppers, ants, cockroaches and nematodes, but said that it was expensive for the control secured. It is available in five and ten per cent prepared dusts, can be used as a wettable powder, one pound fifty per cent powder to 100 gallons of water, or as an emulsion with one pound of the active ingredient. A five per cent bait is used. A compound tested briefly last year which shows promise for use on worms, leaf miners, beetles, chinch bugs, aphids, thrips and grasshoppers is chlorinated camphene. This is now in production, and Dr. Bellows said that for all but controlling mole crickets, its cost was less than that of Chlor-dane. Five and ten per cent prepared dusts are available; wettable powders, three pounds forty per cent powder to 100 gallons of water, may also be used. Five per cent of bait is needed. No emulsion is available commercially. Ten per cent sabadilla dust was recommended for stink bugs and chinch bugs. Hexaethyl tetraphosphate, an emulsion of one to 400 parts or one to 800 parts water, is good for fumigation of greenhouses for control of red spiders, aphids, mites and mealy bugs. He said that tetraethyl pyrophosphate showed some promise for control of aphids, thrips, red spiders, leaf hoppers and

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Liberty Nursery, Liberty, S. C.
Prudential Nursery, Kalamazoo, Mich.
Wolf Tree Experts, 1632 Fairmount Blvd., Knoxville, Tenn.
Chicago Park District, 425 E. 14 Blvd., Chicago 3, Ill.
Jones Ornamental Nursery, Hobbs Road, Nashville, Tenn.
B. L. Potter Nurseries, 2717 Fifth Ave., Huntington, W. Va.
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Dresher, Pa.**

mealy bugs, but it is still in the experimental stage. As one of the best compounds recently discovered but still in the experimental stage is arylalkyl thiophosphate, known as Parathion or 3422. It can be used as a one per cent prepared dust or one and one-half to two pounds fifteen per cent wettable powder to 100 gallons of water effectively to control aphis, mites, red spiders, grasshoppers, scale, thrips and leaf miners and for greenhouse fumigation. No emulsion is available commercially. For control of rats he recommended alpha naphthylthiourea, known as Antu, with which manufacturer's recommendations should be followed. Soil fumigants recommended for control of nematodes included dichloropropylene-dichloropropene, known as D-D, and ethylene dibromide, known as Dowfume W-40. Manufacturer's recommendations should be followed on both of these. Dr. Bellows said that these fumigants were expensive but gave best control on small acreages.

Fungicides he recommended were disodiumethylene-bisdiethiocarbamate, called Dithane D-14, and zinc ethylene-bisdiethiocarbamate, known as Parzate and also Z-78, for best control of downy mildews. The former should be used as a liquid, two quarts plus one pound zinc sulphate to 100 gallons of water, and the latter as a four per cent prepared dust or two pounds wettable powder to 100 gallons of water. The former is also good for control of anthracnose and curvularia of gladioli and the latter for azalea petal blight and leaf spot of gladioli.

For most diseases of ornamentals he recommended zinc dimethyl dithiocarbamate, known as Zerlate. Methesan and Karbam White, used as a ten per cent prepared dust or two pounds seventy per cent wettable powder to 100 gallons of water. Ferric dimethyl dithiocarbamate, known as Fermate and Karbam, as a ten per cent prepared dust or two pounds seven per cent wettable powder to 100 gallons of water was recommended for black spot of roses, damping-off, septoria leaf spot, snapdragon rust and tulip botrytis. He said that dichloronaphthoquinone, known as Phygon, should be tried more in Florida. Used according to the manufacturer's directions it gives effective control of azalea petal blight and black spot of roses and is good for disinfecting lilies. Ending his talk, Dr. Bellows said that if a crop is worth spraying, it is worth doing the job well. Good equipment should be used and checked thoroughly, and adequate coverage should be given

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THE ANSWER TO EVERY NURSERYMAN'S DREAM!
Once You TRY IT You'll NEVER AGAIN Be Without It

GET THE "FEEL" OF
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CONSERVE THAT MOISTURE
PROTECT YOUR PLANTINGS

— Sold in 48 States and Canada —



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Reported April 8th — Photo May 7th

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the crop. He pointed out that some compounds show variation in effect over the state and the nurserymen might do well to check with the Florida state experiment station or county agents before initiating expensive control programs.

Bringing the afternoon meeting to a close, Carl Cowgill, Tampa, spoke on his interest in new azaleas, which was brought about through participation in the Florida state fair. He said that when it was time to exhibit, little of his own stock was in bloom, so that it was necessary to procure other plants, and thus his interest in developing new varieties started. He said there was a need for a good white azalea for the winter in Florida and said that Flag of Truce was the only one in bloom the last week in January.

In the evening a tasty barbecue was served at the Sea Scouts base on the shores of Tampa bay a short distance from the hotel. Later in the evening carnival night, with various games and refreshments, was enjoyed at the Sorenson hotel. The principal event was a wheel chair derby, in which a number of distinguished guests and visitors from distant points were contestants. Robert H. Roland, executive secretary of the Society of American Florists, was awarded a

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30x30 ins.	60.00
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Open Hoes, Scuffle Hoes, Wheel

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Anderson Open Hoe Mfg. Co.
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basket of flowers as a winner in the finals of the wheel chair derby.

Grasses and Soils.

Tuesday morning the combined groups again met. Most of the morning was taken up with reports of committees and setting up election machinery. In the afternoon separate florists and nurserymen's meetings were held.

Dr. Fred Grau, head of the greens section of the United States Golf Association, Beltsville, Md., spoke on "Developments in Grasses." He recommended alta fescue as a good turf grass. He said that Kentucky 31 alta fescue was now available, but that there were still not enough seeds. The first commercial harvest of centipede grass seeds is expected next fall. Few seeds, about ten pounds per acre, are needed and this grass should be seeded shallow. Centipede grass requires a lower level of fertility than does Bermuda grass. Mentioning other grasses for southern use, he said that Zoysia japonica might be grown farther north than the Zoysia matrella, which is not hardy farther north than Washington, D. C. He said that no seeds were available yet. Another representative from the greenkeepers' group, which held morning meetings at the hotel and inspected near-by golf courses in the afternoon, was Dr. O. J. Noer, widely known turf authority of the Milwaukee Sewerage Commission, Milwaukee, Wis., who discussed "Soils and Fertilizers." Where grass does not make good growth Dr. Noer recommended an analysis of the soil, because frequently a poor turf condition is caused by a plant food deficiency. He said that if other environmental conditions are favorable, a fertilizer will work well.

Merely because a soil is black in color does not mean that it is a better soil, he said. The black color is due to more organic matter, but soils may

Spread and Power

You can't do a quick, thorough job of pest control without wide spread and the driving power to force insecticides into every open space no matter how minute or hidden.

Mistmaster Ball Bearing Fan Type Sprayers have both the spread and the power to do a quick, thorough job. Driven by 1/3, 3/5, or 1 hp. motors, they spray insecticides for distances as far as 40 feet, penetrate into hard-to-reach places, and spray large areas quickly, completely.

Here is a sprayer that has more power than any other portable sprayer, yet is convenient and easy to handle, plugs into any electric outlet and can be used with both oil base and water base insecticides.

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LANSING 12, MICH.

vary from muck or peat to a black clay and still be black in color. From a physical standpoint the soil is made up of solids, liquids and gases. The solid portion of the soil is made up of minerals and organic matter or humus. In the north a good soil is composed of about eighty-five per cent minerals and fifteen per cent humus. These figures are in the term of volume and not in weight relationship. The mineral fraction is divided into three essential components, sand, silt and clay particles. The clay and organic fraction, Dr. Noer said, was highly important. In Florida there are few clay and silt soils, but there are sand and sandy loams and loam soils. He defined sand as any soil

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KANSAS CITY 6, MO.

more of sand particles. Clay or clay loam is any soil containing thirty per cent of clay. Thus a change from one type of soil to the other can be had by only a fifteen per cent change.

At noon the ladies met for a hat luncheon at which comical and beautiful hats of flowers and foliage were worn by various florists' and nurserymen's wives. Among the winners was one showing the well known green bench of St. Petersburg.

The final social event of the meet-

ings was the president's annual banquet and ball held in the ballroom of the Sorenco hotel. President Julie Thomas presided, and Joe Mapes, Birmingham, Ala., president of the Southeastern Florists' Association, served as master of ceremonies. The new association officers were presented, and Fred Wesemeyer, Clearwater, presented the retiring president, Julie Thomas, with a plaque in behalf of the association. Dancing followed.

NEW GARDEN TRACTOR.

The Inexco Tractor Corp., 120 Wall street, New York city, has announced production of a new 4-wheel garden tractor combining the comfort and riding features of conventional farm tractors, according to an article which appeared in the April 20 to 22 issue of the New York Journal of Commerce.

The motor cultivator is intended to meet the needs of the small-acreage farmer who normally cultivates from one to five acres. This machine has been in experimental production for the past six months and is now ready for national distribution.

Company officials state that they believe the machine is the first American 4-wheel riding tractor ever produced in the 3-horsepower group and that it is the only one in its class.

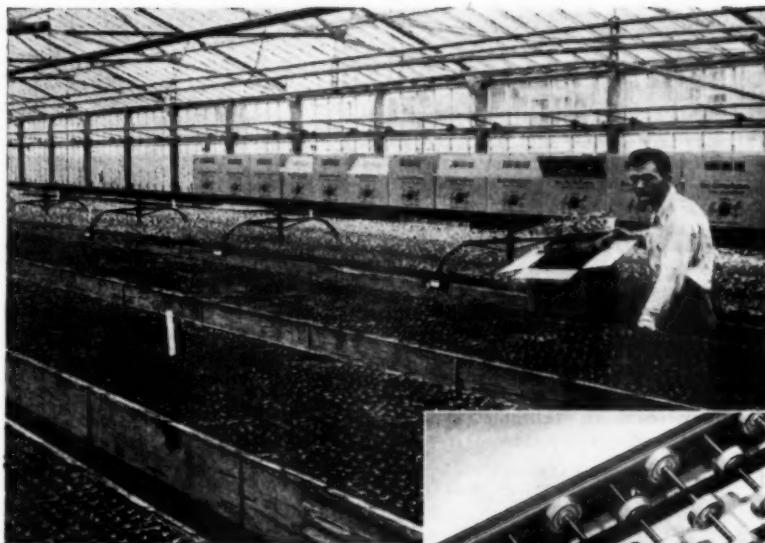
The unit meets the need for a small tractor which may be ridden and which can operate between the rows of growing crops. The machine has a tread-to-tread width of only twenty-four inches. The design will eliminate lifting and twisting attendant upon cultivation with the conventional 2-wheel walking-type garden tractor.

OTIS E. MCQUILLAN is starting a nursery at Seabrook, N. H., and will feature roses and evergreens.

FRANK BELANGER & SON, nurserymen, R. R. No. 2, Oshkosh, Wis., have been established by Frank Belanger, who worked for many years in the nursery department of Sears Roebuck & Co.

A PARCEL of land at 3015 West McMicken avenue, Cincinnati, O., has been purchased by C. E. Persons & Sons, nurserymen, Cincinnati, who will establish a new business location there.

JAN C. BULK, Bulk & Co., Bokkoop, Holland, plans to make his annual trip through eastern Canada and part of the United States in May and may be reached by writing in care of the Walker House hotel, Toronto, Ont., Canada.



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Rapid-Wheel conveyor is tailor-made for nursery or greenhouse. It has all the strength and ruggedness of steel conveyor but gives you portability that means easier handling and speedier changes in your conveyor set-up. It's available in both straight sections and curves, with regular height stands for use in the aisles or with special stand for use above the rows.

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IT'S WISE TO CONVEYORIZE

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MATERIAL HANDLING EQUIPMENT



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STRIPS

Prewar quality.

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Eleven sizes available.

Immediate or later delivery.

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EASIER, FASTER WORK

This Garden Shop Hand Truck is so widely used today that few nurseries are without it. Many have several, use one on each delivery truck, others in the nursery.

IMMEDIATE SHIPMENT

Now you can get this popular truck at once. Speed up work, save labor cost with this practical and especially designed equipment. Sturdy, strong, attractive in appearance, built for many years of profitable service. Order direct, today.

SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubes, 12x1 inches. Specially Designed Curved Nose. All-Steel Construction, electrically welded. Weight 56 pounds. Over-all Length 63 inches. Over-all Width 27½ inches. Capacity 28-in. Ball weighing 600 pounds.



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200 watt Junior Cable for 20 sq. ft.	\$1.60
400 watt Senior Cable for 40 sq. ft.	3.20
Air Therm. with oil lamp, 2000 W.	3.75
Soil Thermostat with pilot light.	1.50
Special 220 volt Cable for 80 sq. ft.	6.40

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Rolls, 6 ft. wide by 75 ft. long. Consists of steel wool on welded wire fencing. **\$6.00 per roll.**

Special quotations on 50 rolls or more.

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KILL WEEDS, crab grass, Canada thistle, stalks, seeds and roots. Destroy brush, caterpillar nests, diseased trees, grasshoppers, chinch bugs, etc. Clear irrigation ditches, split logs, burn tree stumps. Sterilize poultry houses, kennels, barns. Use as portable home forge. Melt ice, thaw pipes. Safe, inexpensive. Burns only 6% kerosene—94% air. Thousands of satisfied users. Write for FREE CATALOG.

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NEW GRADE OF PEAT MOSS.

The New Amsterdam Import Co., New York, producer of Arrow peat moss, began May 1 the introduction to the market of a new grade of peat moss, called NAMSCO.

Designed especially for the horticultural field, NAMSCO will have all the features of regular peat moss plus finer granulation and more uniformity. To assure more ease in handling, NAMSCO will be packaged in pressed bales 18x20x39 inches, with wooden veneer sides and burlap ends.

Originally the New Amsterdam Import Co. imported its peat moss from Europe, but during the fifteen years of operation has gradually developed several bogs and plants in Canada's eastern Quebec province, and the peat moss from this section has proved to be equal to, if not better than, that from Europe. It is from the heart of the northern peat country that NAMSCO is dug. Piled in open-air racks and allowed to freeze during the winter, New Amsterdam peat moss attains its high degree of porosity.

PLANT NOTES.

[Continued from page 18.]

planted, because their dense heads and vivid colors, used in masses as phloxes usually are, produce a glaring effect or become monotonous from repetition.

The Nodding Primrose.

A request arrived for a report on the nodding primrose, *Primula nutans*, which I am glad to offer insofar as my limited experience permits. First, let us examine the plant's length of duration.

In the books I have examined the plant is considered a true perennial, but in my garden it behaved strictly like a biennial. I have no more information to offer except that the *P. nutans* is not hardy this far north. These characteristics lead me to believe that the plant is restricted in its usefulness. However, the nodding primrose will no doubt become popular in sections where it may be grown safely, when it becomes more widely distributed.

The nodding primrose is still rare in gardens, so far as I have observed. It was introduced by the plant breeder, Forrest, within my gardening time, and has suffered from a bad reputation. Yet, its large, lovely, nodding lavender-blue flowers, like inverted cups at the top of 9-inch mealy scapes, are surely worth the effort to secure them.

As is the case with many Chinese

MAY 15, 1948

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primroses, to achieve success in its culture one must have a perfectly drained, peaty soil, a good supply of moisture during the growing season, considerable shade (half shade or more in the middle west) and shallow planting. The need for the last-mentioned factor was shown emphatically when we grew the plant here in pots, and it has been confirmed by gardeners who have grown it in the open. One correspondent, a friend in Maryland who has been especially successful with the plant outdoors, says that to put the crown of the plant at the surface of the soil, as one does with most herbs, means sure death from rotting in winter. When the beauty of the nodding primrose is brought to the attention of the public, I am fully convinced that it will have a bright future among gardeners who are not averse to giving their plants a little more care than ordinary subjects require. If you live south of the lower Great lakes, it might pay you to give *P. nutans* a trial.

Allium Karataviense.

A New York neighborhood nurseryman, to whom *Allium karataviense* was recommended several years ago as an unusual plant for local sales, wrote recently as follows: "This onion has not been a heavy seller like moss phlox, but has sold consistently and has been the means of interesting a number of customers in the onions in general. I am now growing several others. I plan to add about a dozen attractive new plants to our list each year, using your column in the American Nurseryman as a guide. Sometime during the summer I will let you know how last year's additions went over."

In western Asia, on the high plateaus of Turkistan, is found one of the most unusual of all the onions, *Allium karataviense*. The broad, ovate leaves of this plant are blue-green in color and are even more decorative than the plant's spherical heads of gray-pink flowers with reddish stamens and pistils; either leaves or flowers alone would make the plant worth growing. The blooming period, during which the flowers are produced on stems about ten inches in height, is said to cover the month of May in the plant's native home, but it occurs a month or more later here, the foliage being tardy in starting into growth. The plant seemed to do best in our trials in full sun in an open soil.

THE Napa Nursery has been started on six acres at Napa, Calif., by A. J. Wise.

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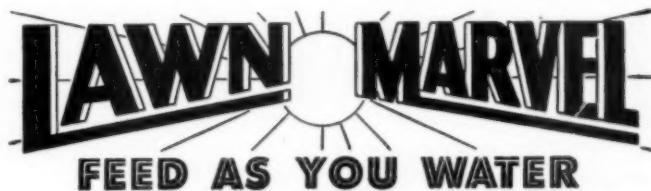
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LAWN MARVEL is a scientifically compounded formula designed to give the best results to your trees, shrubs and lawns throughout the growing season. The nutrients your plants require are contained in LAWN MARVEL in what is considered by foremost horticultural authorities to be the proper proportions to sustain and nurture plants properly.

Use it yourself; sell it to your customers; write for prices.

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Gauge	Width	Length	10 to 50 lbs. Per lb.	50 to 100 lbs. Per lb.	100 lbs. and up Per lb.
.010	3/16-in.	4 ins.	\$1.60	\$1.40	\$1.20
.020	3/16-in.	4 ins.	1.40	1.20	1.10

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We Recommend Our
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 NURSERY SQUARES**

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BAMBOO CANES RAFFIA — BULBS

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 92 Chambers St. New York, 7, N. Y.

SLING'S SHOTS ON SELLING.
 [Concluded from page 9.]

So, Joe, let's sum up today's lesson. I'm not going into the "listing" pages of your catalog in this letter. I'm afraid I'd wear myself out and I'm pretty sure I'd wear you out with so many comments all in one package. In about ten days we shall have the official release ready on why customers aren't buying after they do get around to finding your pictures and descriptions! In the meantime you can digest this, and be ready with a fresh appetite for the next serving.

Opening Strategy.

No. 1—Your front cover is your show window. Put your best item on it.

No. 2—Describe it and price it on the front cover—don't chase the customer into your catalog for "buying information."

No. 3—Skip the eulogy of your forebears—sell the customer flowers.

No. 4—Forget how old you are—look to the future, not the past—and sell today's customer today.

No. 5—Hide your "skeletons" back in the rear of the catalog, and dress them up in friendly terms.

Now these recommendations can lead only to one thing, that your catalog will open talking flowers, flowers and more flowers—which is what the customer expected when he sent for it. Those first three pages should contain selected top-notch items which naturally lend themselves to advertising. And by "lend themselves to advertising" I mean items that contain within themselves, their blooms or blooming habits, their prolific growth, brilliance of color or other characteristics, a naturally good description.

CATALOGS RECEIVED.

Bulk & Co., Boskoop, Holland.—Wholesale list of peonies, 3 pages, 8½x14 inches.

Lake's Shenandoah Nurseries, Shenandoah, Ia.—Wholesale list of grade counts of general nursery stock, 36 pages, 6x9 inches.

J. Kenneth Douglas, Milton, Del.—Retail list, illustrated, of boxwoods, 10 pages, folded, 5x9½ inches.

EARL L. PENCE, nurseryman, formerly at 1223 Collinwood avenue, Akron 10, O., has moved to Peninsula road, R. F. D. 14, Box 459, Akron 3, O.

MICHAEL A. GULDAN, formerly at 1403 East Sixty-ninth place, Chicago 37, Ill., has transferred his nursery operations to Hudson, Wis., Box 60, R. F. D. No. 2.

**A. F. S. "Easi-Off"
 WOOD PLANT BANDS**



Saves time and labor. Bands are removed without cutting; therefore the dirt ball and roots are not disturbed . . .

CAT.	Size in inches	Weight per 1000	Per 1000
No. M-310	1-1/4 x 1-1/2 x 2-1/2	12 lbs.	\$3.75
No. M-320	2 x 2 x 2-1/2	15 lbs.	4.35
No. M-340	2-1/2 x 2-1/2 x 3	20 lbs.	4.65
No. M-350	3 x 3 x 3	21 lbs.	4.95
No. M-360	3 x 3 x 4	32 lbs.	5.15
No. M-391	4 x 1 x 4	40 lbs.	5.60

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 We do not break the cartons.

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For handling and shipping our 1½-inch and 2-inch sizes of Plant Bands.

	Per 100
M-370; holds twelve 1½-inch Bands	\$2.95
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M-392; holds twelve 2½-inch Bands	3.95
M-393; holds six 3-inch Bands	3.85
M-394; holds six 4-inch Bands	4.25

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NURSERY SQUARES
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Rocky Hill, Conn.

Our nurseries are located at Rocky Hill and Cromwell, on the state highway between Hartford and Middletown. See signs. 300 acres of choice young trees and hedge plants that have been properly root-pruned and sheared.

We have listed only the items we can furnish by the carload. Many other desirable items not listed invite your inspection.

Stock is guaranteed satisfactory, but we cannot consider claims after five days. We solicit your patronage and cordially invite you to visit us at any time.

Terms and conditions adopted by American Association of Nurserymen. 2 per cent, 10 days; 30 days net.

★BERBERIS THUNBERGII.

Barberry.

2-yr. untr.

Per 1000

10 to 12 ins.	\$ 40.00
12 to 15 ins.	60.00
15 to 18 ins.	80.00
18 to 24 ins.	100.00

Write for prices on 10,000 and up.

★BERBERIS THUNBERGII.

Barberry.

Per 100

2-yr. trans.

15 to 18 ins.	\$20.00
18 to 24 ins.	25.00

Per 1000

200.00

BERBERIS ATROPURPUREA.

Red Barberry.

4 to 8 ins., liners	40.00
1-yr. seedlings,	
6 to 10 ins., all 3 br.	
and up	20.00 100.00

Write for prices on 10,000 and up.

★LIGUSTRUM OVALIFOLIUM.

California Privet.

2-yr. extra-heavy.

18 to 24 ins.	10.00
2 to 3 ft.	12.00
3 to 4 ft.	16.00

60.00

80.00

120.00

Write for prices on 10,000 and up.

★TSUGA CANADENSIS.

SPECIMENS.

Per 100

rate

Canadian Hemlock.

30 to 36 ins., B&B, heavy.	\$3.10
3 to 4 ft., B&B, heavy	4.10

\$3.00

4.00

4.10 4.00

JUN. CHINENSIS PFITZERIANA.

10 100

Pfitzer Juniper.	rate	rate
★18 to 24 ins., B&B	\$2.10	\$2.00
2 to 3 ft., B&B	2.60	2.50

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

JUN. EXCELSA STRICTA.

Greek Juniper.

★18 to 24 ins., B&B	1.60	1.50
24 to 30 ins., B&B	2.10	2.00

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

JUN. C. HIBERNICA.

Irish Juniper.

5 ft., B&B	1.60	1.50
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24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

JUN. SQUAMATA MEYERI.

Meyer's Juniper.

18 to 24 ins., B&B	2.60	2.50
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24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

THUJA OCCIDENTALIS PYRAMIDALIS.

Pyramidal Arborvitae.

4 to 5 ft., B&B	3.10	3.00
5 to 6 ft., B&B	3.60	3.50
6 to 7 ft., B&B	4.10	4.00

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

THUJA OCCIDENTALIS.

★American Arborvitae.

2 1/2 to 3 ft., B&B	1.60	1.50
3 to 4 ft., B&B	2.10	2.00
4 to 5 ft., B&B	3.10	3.00

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

THUJA OCCIDENTALIS GLOBOSEA.

★Globe Arborvitae.

18 to 24 ins., B&B	1.30	1.20
24 to 30 ins., B&B	1.50	1.40

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

TAXUS CUSPIDATA CAPITATA.

★Upright Yew.

24 ins., B&B	4.10	4.00
30 ins., B&B	5.10	5.00
36 ins., B&B	6.10	6.00

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

TAXUS CUSPIDATA.

Spreading Yew.

★18 to 24 ins., B&B	\$3.10	\$3.00
24 to 30 ins., B&B	4.10	4.00

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

TAXUS HICKSI.

Hicks Yew.

30 ins.	4.10	4.00
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24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

TAXUS INTERMEDIA.

15 to 18 ins.

24 to 30 ins., B&B
 4.10 | 4.00 |

24 to 30 ins., B&B
 4.10 | 4.00 |

RET. PLUMOSA AUREA.

Plumosa Aurea.

18 to 24 ins., B&B	2.10	2.00
24 to 30 ins., B&B	2.60	2.50
30 to 36 ins., B&B	3.10	3.00

24 to 30 ins., B&B
 2.10 | 2.00 |

24 to 30 ins., B&B
 2.60 | 2.50 |

30 to 36 ins., B&B
 3.10 | 3.00 |

MUGHO PINE.

18 to 24 ins., B&B

24 to 30 ins., B&B
 1.35 | 1.25 |

30 to 36 ins., B&B
 1.35 | 1.25 |

★ACER PLATANOIDES.

Norway Maple.

2-in., 8 to 10 ft.	5.10	5.00
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2-in., 8 to 10 ft.
 5.10 | 5.00 |

★ACER PLAT. SCHWEGLERI.

Schweidler Maple.

2-in., 8 to 10 ft.	6.10	6.00
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2-in., 8 to 10 ft.
 6.10 | 6.00 |

★EUROPEAN MT. ASH.

2 1/2-in.

2 1/2-in.
 5.10 | 5.00 |

2 1/2-in.
 5.10 | 5.00 |

All evergreens B&B at list prices.

Dig your own at 20c less per tree.

No boxing.

Deliveries—full truckload and carload only, or call for your own stock.

*** All Items starred * can be certified for western shipment.**

LAST CALL FOR LINING-OUT LILACS

2-year, field-grown

	Each
Berryer , double, mauve, 8 to 10 inches	\$0.30
Berryer , double, mauve, 10 to 12 inches .....	.32
Charles Joly , double, crimson, 4 to 6 inches .....	.25
Decaisne , single, azure-blue, 4 to 6 inches .....	.25
Decaisne , single, azure-blue, 6 to 8 inches .....	.27
Decaisne , single, azure-blue, 8 to 10 inches .....	.30
Jacques Callot , single, rosy-lavender, 6 to 8 inches .....	.27
Jacques Callot , single, rosy-lavender, 8 to 10 inches .....	.30
Kate Harlin , single, white, 6 to 8 inches .....	.27
Mme. Florent Stepman , single, white, 6 to 8 inches .....	.27
Mme. Florent Stepman , single, white, 10 to 12 inches .....	.32
Mme. Florent Stepman , single, white, 12 to 18 inches .....	.35
Mme. Florent Stepman , single, white, 18 to 24 inches .....	.37
President Carnot , double, rosy-lavender, 4 to 6 inches .....	.25
President Carnot , double, rosy-lavender, 8 to 10 inches .....	.30
President Carnot , double, rosy-lavender, 10 to 12 inches .....	.32
Souv. de Ludwig Spaeth , single, red, 6 to 8 inches .....	.27
Souv. de Ludwig Spaeth , single, red, 8 to 10 inches .....	.30
Souv. de Ludwig Spaeth , single, red, 10 to 12 inches .....	.32
Thunberg , double, mauve, 6 to 8 inches .....	.27
Thunberg , double, mauve, 8 to 10 inches .....	.30
Thunberg , double, mauve, 10 to 12 inches .....	.32

The supply of these lilacs is extremely limited, and all orders are accepted subject to prior sale.

All of the above tied in uniform bundles of 10.

D. HILL NURSERY COMPANY

Evergreen Specialists

:-: Largest Growers In America

DUNDEE, ILLINOIS